

The  
National

# Wool Grower

Volume 11

FEBRUARY 1961

Number 2

*In This Issue:*

New Officers

Convention Highlights

1961 Platform and Program



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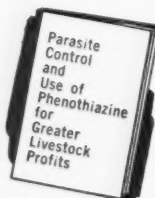
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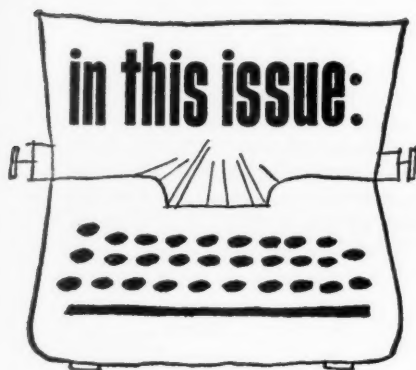
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1-61

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#### NEW OFFICERS:

A new NWGA president—Penrose B. Metcalfe of San Angelo, Texas—was named at the Denver convention.

Assisting him will be three hold-over vice presidents and two new ones.

See our cover and pages 2 and 7 for complete details.

#### 1961 PLATFORM AND PROGRAM:

A complete text of all resolutions adopted by the convention begins on page 13.

This is the policy foundation of your association for the coming year. We urge you to read it.

#### CONVENTION HIGHLIGHTS:

Also in this issue is a running report of the convention as well as transcripts of addresses given by Dr. Herrell DeGraff, Harold Josendal, Mrs. O. T. Evans and Edwin E. Marsh.

These are given in line with our policy of covering the convention as fully as possible for

the benefit of those members who can not attend. Transcripts of four convention panel discussions will follow in forthcoming issues of the National Wool Grower.

#### NWGA AUXILIARY CONVENTION:

Meeting in Denver at the same time as the National Wool Growers Association were hard working members of the women's auxiliary.

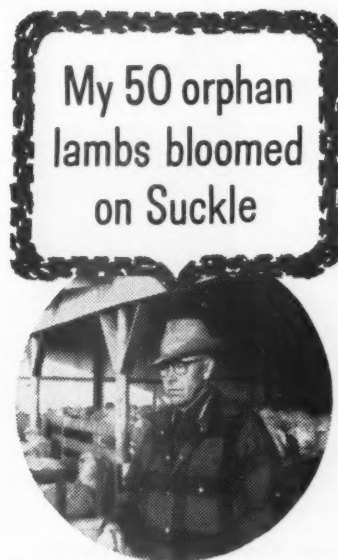
A complete story on their meeting plus a report on the election of new officers can also be found in this issue.

#### MIYWW FINALS:

The ever-popular Make It Yourself With Wool fashion show was held in conjunction with the NWGA convention in Denver. A capacity audience witnessed the show as 42 contestants demonstrated their superior sewing skill.

Winning the coveted two-week trip to Europe were a young mother, Mrs. Robert Joder of Pomeroy, Washington, (an Oregon contestant), and a teenager from El Paso, Texas, Miss Mary Ethel Britton.

See pages 24 and 25 for a full account of the contest.



**WILLIAM MEIXELL**, of Lake Crystal, Minn., put 50 orphans on Albers Suckle. "It's the first time I've gotten any bloom on bottle babies. Suckle and Calf Manna had 'em on full feed at 6 weeks—growth is better than with any feeding program I've ever tried. In the feed lot, they held their own against lambs with mothers."

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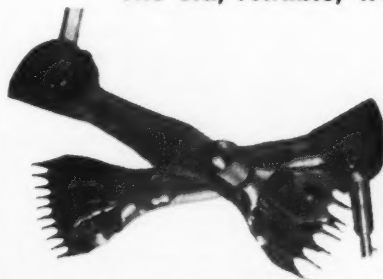
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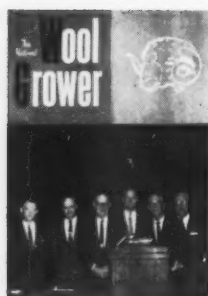
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## THE COVER

**P**ICTURED on our cover this month are your new NWGA officers for 1961. Elected to represent you at the 96th annual convention in Denver, January 25 were Penrose B. Metcalfe, San Angelo, Texas, president, (2nd from right.) Assisting him will be three holdover vice presidents, George K. Hislop, Yakima, Washington (far left); Angus McIntosh, Las Animas, Colorado (3rd from left); and W. Hugh Baber, Chico, California (far right). Newly elected vice presidents are J. R. Broadbent, Salt Lake City (2nd from left) and Henry S. Hibbard, Helena, Montana, (3rd from right).

**THE NATIONAL WOOL GROWER**  
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# February 1961

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414 CRANDALL BUILDING, SALT LAKE CITY 1, UTAH  
TELEPHONE EMpire 3-4483

EDWIN E. MARSH, EDITOR

GLADYS MIKE, ASSOCIATE EDITOR  
AND ADVERTISING MANAGER

IRENE YOUNG, EDITOR EMERITUS

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W. H. Steiwer, Fossil, Oregon  
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Harold Jøsendal, Casper, Wyoming

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W. Hugh Baber, Chico, California  
George K. Hislop, Yakima, Washington  
J. R. Broadbent, Salt Lake City, Utah  
Henry S. Hibbard, Helena, Montana

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Edwin E. Marsh, Salt Lake City, Utah

### Assistant Secretary

Farrell T. Wankier, Jr., Salt Lake City, Utah

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M. P. Espil, Litchfield Park, Arizona  
Joe Mendiburu, Bakersfield, California  
Marshall Hughes, Redvale, Colorado  
Wilbur F. Wilson, Hammett, Idaho  
Herbert D. McCormick, Lafayette, Indiana  
Fred H. Price, Uppercro, Maryland  
J. W. Gray, Jr., Dublin, Mississippi  
Don Tavenner, Deer Lodge, Montana  
Stanley Ellison, Tuscarora, Nevada  
Floyd W. Lee, San Mateo, New Mexico  
Ken Johnson, Enterprise, Oregon  
Martin Tennant, Camp Crook, South Dakota

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Chas. Schreiner, III, Kerrville, Texas  
Welby Agard, Salt Lake City, Utah  
Parm Dickson, Okanogan, Washington  
Walter L. Morrissey, Bloomington, Wisconsin  
Joseph M. Donlin, Casper, Wyoming

### Affiliated Organizations

**Arizona Wool Growers Association**  
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H. B. Embach, Secretary

**California Wool Growers Association**  
151 Mission Street, San Francisco  
Joe Mendiburu, President  
W. P. Wing, Secretary

**Colorado Wool Growers Association**  
4693 Franklin Street, Denver 16  
Marshall Hughes, President  
Robert Field, Secretary

**Idaho Wool Growers Association**  
P. O. Box 2596, Boise  
Wilbur F. Wilson, President  
M. C. Claar, Secretary

**Indiana Sheep Breeders Association**  
Dept. of Animal Science  
Purdue University, Lafayette  
Herbert D. McCormick, President  
J. B. Outhouse, Secretary

**Maryland Sheep Breeders Association**  
Uppercro,  
Fred H. Price, President  
W. G. Carpenter, Secretary

**Mississippi Sheep Producers' Association**  
State College  
J. W. Gray, Jr., President  
R. O. Buckley, Secretary

**Montana Wool Growers Association**  
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Don Tavenner, President  
Everett E. Shuey, Secretary

**Nevada Wool Growers Association**  
P. O. Box 1429, Reno  
Stanley Ellison, President  
John E. Humphrey, Secretary

**New Mexico Wool Growers, Inc.**  
P. O. Box 616, Albuquerque  
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Parley Jensen, Secretary

**Oregon Wool Growers Association**  
Fossil  
Ken Johnson, President  
J. P. Steiwer, Secretary

**Texas Sheep and Goat Raisers' Association**  
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Tom Wallace, Secretary

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J. A. Hooper, Secretary

**Washington Wool Growers Association**  
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**Western South Dakota Sheep Growers Association**  
Box 553, Belle Fourche  
Martin Tennant, President  
R. A. Smiley, Secretary

**Wisconsin Cooperative Wool Growers Association**  
Box 2026, Milwaukee  
Walter L. Morrissey, President  
Roy E. Richards, Secretary

**Wyoming Wool Growers Association**  
McKinley  
Joseph M. Donlin, President  
J. B. Wilson, Secretary



## New BLM director named

Karl S. Landstrom was appointed director of the Bureau of Land Management, effective February 1.

A career civil servant, Mr. Landstrom has had nearly 25 years of experience in the field of public land management. He comes to BLM from the staff of the House Committee on Interior and Insular Affairs, and will succeed Edward Woozley of Boise, Idaho.

Born in Lebanon, Oregon, Mr. Landstrom, 51, graduated from the University of Oregon (M.A. 1932) and began his career as an economist in flood control and water conservation with the United States Department of Agriculture in 1937. He has been involved in land economic studies throughout the western states. Mr. Landstrom joined the Bureau of Land Management in 1949 as regional chief of lands and minerals, Portland, Oregon. He also served for several years as alternate member of the department's Pacific Northwest field committee and consultant to the Columbia Basin interagency committee. In 1953, Mr. Landstrom transferred to the Washington, D.C., staff of BLM, where he worked on land



classification, program planning and land appraisals.

## FTC scores record year in 1960

All-time record numbers of actions to halt deception and monopoly in the nation's market place during 1960 were reported recently by the Federal Trade Commission.

Totals of 560 complaints and 410 orders topped any performance figures in the commission's 46-year history. The previous record year of 1959 was exceeded by 52 per cent in complaints issued and by 36 per cent in orders.

The biggest percentage gain, according to staff figures submitted by FTC Chairman Earl W. Kintner, was in actions to halt anti-trust violations. Here the 202 formal complaints more than doubled the previous record number of 99 in 1959 and more than tripled the 66 complaints issued in 1958.

## Staff resignations in Agricultural Hall of Fame

Jack Jackson, executive director, Wes Seyler, director of field services, and David A. Nichols, director of public relations, have announced their joint resignations from the Agricultural Hall of Fame, effective March 1.

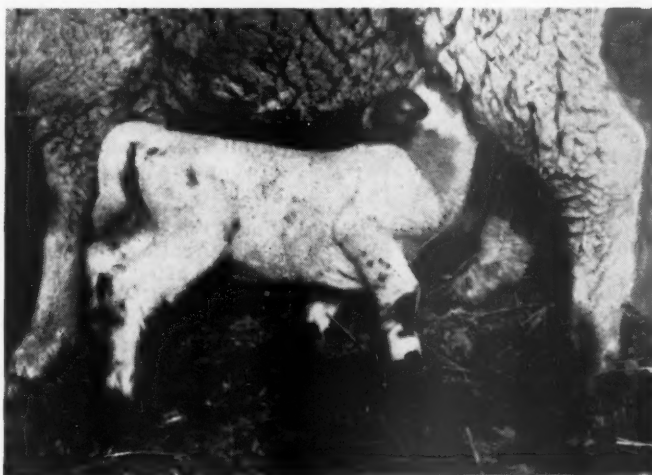
In announcing their resignations they stated "For more than two years the collective action of all (including our own of recent months) has not been that necessary for the successful completion of the Agricultural Hall of Fame. . . . We feel that our continued employment under these conditions could properly serve neither the dictates of our judgment and conscience, the interests of the institution, or the interest of those individuals and organizations whose support and contributions we have encouraged."

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## More PCA's retire government capital

Twenty more production credit associations have retired the last of their government-owned stock by payment of 1.7 million dollars to the U. S. treas-

ury according to the Farm Credit Administration. This moves the production credit associations another long step forward in progress toward their goal of complete farmer ownership. In addition, four other associations retired \$330,000 of government-owned capital.

A total of 469, out of 488 associations, now are wholly farmer-owned, according to M. H. Uelsmann, director of short-term credit service.



## Arizona department store wins AWC advertising award

Babbitt's Department Store, Litchfield Park, Arizona, has been declared first place winner in national newspaper ad competition in the 1960-61 Make It Yourself With Wool home sewing contest.

The American Wool Council awarded the store a \$100 check for their attractive half-page advertisement in the Arizona Daily Sun devoted entirely to promoting the sewing contest and 100 per cent woolen yard goods.

## Imports stir riots in Italy

The fifth outbreak of violence in a week hit Milan, Italy, January 23, when 2,000 irate farmers battled 100 club-swinging riot policemen for 30 minutes. The riots have been going on in Milan and nearby cities where farmers are protesting Italy's imports of low-priced foreign beef and butter which they state are undercutting the prices of local produce.

Scores of farmers were bruised in the Milan fighting and one was taken to a hospital after being knocked down by a police jeep.

## NLDA appoints new executive secretary

On January 3 Gary Snyder, Mission, Kansas, assumed a new position as executive secretary of the National Livestock Dealers Association. The association is the trade organization of the nation's more than 25,000 firms and individuals engaged in livestock purchase and sale transactions.

Mr. Snyder has a farm and ranch background. He attended Missouri Valley College, Marshall, and the University of Missouri at Columbia and received a B.S. degree in agriculture in 1958 from Lincoln University, Jefferson City. He was formerly engaged in market research for Safeway Stores, Kansas City.

## Brett Gray joins Western Wool Processors

Brett Gray, Arvada, Colorado, has taken over field work for Western Wool Processors, Inc., effective February 1. Western Wool Processors is the first operating wool scouring plant in the Rocky Mountain area. It has been scouring wool on a custom basis for just over a year at its Rocky Ford, Colorado, location.

For the past three years Mr. Gray has been marketing analyst for the American Sheep Producers Council. He served as executive secretary for the Colorado Wool Growers Association from 1950 through half of 1955.

## 1960 farm work force down 4 per cent

The nation's farm work force dropped to an annual average of 7.1 million persons in 1960 according to the farm labor report released January 10 by the USDA Crop Reporting Board. This is 4 per cent below 1959, the previous low.

Of the 1960 total, farm family members who did farm work reached an annual average of 5.2 million, about 4 per cent less than in 1959, while hired workers averaged 1.9 million, down about 3 per cent from the previous year. Part of the decrease in the number of farm family workers in 1960 resulted from the continued decrease in the number of farms, but improved machinery and methods were also a contributing factor.

The cumulative effect of these trends in farming, the report says, have decreased average farm worker numbers 15 per cent since 1955 and released about one worker in six since 1950.

## Most countries are eating more meat

World meat production increased 3 per cent during 1959, bringing it 23 per cent above the 1951-55 average. Per capita consumption increased in two-thirds of the countries from which estimates were received.

Consumption ranged from 234 pounds per person in Australia and Uruguay down to only nine pounds in Japan. Third ranking country was New Zealand with 222 pounds, Argentina with 166, and the U. S. with 160 pounds per capita.

About 49 per cent of the meat consumed in the world, excluding Communist China, is beef and veal, 42 per cent is pork and 8.5 per cent is lamb, mutton, and goat. Less than one-half of one per cent is horse meat.



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# Research News

A research project to improve the palatability of lamb has been started by the animal husbandry department of the Colorado State University Agricultural Experiment Station.

Specifically, the project is aimed at eliminating the tallow taste of cold lamb, explained Dr. D. A. Cramer, assistant animal husbandman who is directing the study.

"First step in the project is the complete analysis of lamb fat," the CSU meats specialist says. "Our theory is that the melting point of lamb fat is too high.

"While the meat is hot, fat provides no problem, but the fat apparently begins to congeal too quickly as the meat begins to cool, resulting in that coated feeling in the mouth. The solution therefore might be to reduce the melting point of lamb fat. This might be accomplished in one of three ways—by selection or by changes in nutrition and environment."

The CSU study will first explore the possibility of improving lamb fat through heritability. "This will be done by analyzing fat from lambs of known genetic backgrounds to see how much variation there is in the melting point of fat between breeds or strains of lambs.

"If there is considerable variation—and studies at other universities indicate there may be—the more desirable fat can be obtained by selecting those animals which have this feature and will pass it on to their offspring," Dr. Cramer explains.

In addition to the selection study, work will begin later on the environment aspect to see how this element might affect lamb fat. In this phase of the study, different groups of lambs will be cared for in different ways to see what effect shearing, exposure to weather and similar handling methods have upon fat deposition and fat type.

For the nutritional studies, CSU researchers will feed different types of rations to lambs and then analyze the fat to see what influence feeds have upon fat.

THE Soviet Union has a well-established program for artificial insemination of sheep. With artificial insemination, one ram is required for 1,000 to 1,500 ewes, in contrast to one ram to 30 to 50 ewes for natural mating.

Artificial insemination of sheep requires intensive veterinary service and close flock supervision and is practical only where there is a plentiful supply of cheap labor.

Artificial breeding has been used for many years in the important sheep-breeding areas of the USSR. In recent years more than 50 per cent of all ewes have been bred artificially. Difficulties have arisen in some areas due to lack of facilities to sterilize equipment and refrigerate and transport semen.

Quality improvement has been the most important advantage of the program. In one district 87,000 ewes were bred to fine wool rams. The offspring produced over 2 pounds more wool than their mothers.

THE protein supplement to buy is that which is cheapest per pound of protein, says W. Y. Fowler, extension economist, New Mexico State University Extension Service. How do you figure what a pound of protein is costing?

All analysis given on a feed tag is on the basis of 100 pounds. Thus, if a protein supplement such as cottonseed meal is listed as 41 per cent, this means there are at least 41 pounds of crude protein in each 100-pound sack. A 22 per cent range cube-feed means there are 22 pounds of protein in each 100 pounds.

November is usually the seasonal low price in the market for either soybean or cottonseed meal. Mr. Fowler suggests watching the market for price drops and buying a year's needs on any sharp break in the market. This saving, he points out, will help in decreasing costs of producing a pound of lamb or beef.

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Breeder's list and information of  
**AMERICAN HAMPSHIRE SHEEP ASSOCIATION**  
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ANIMAL scientists at the Iowa State University Experiment Station tested the effects of fortifying rations for growing lambs with various vitamins and trace minerals, combining this study with various physical factors of high concentrate pelleted rations.

A pelleted ration with pellets 5/16 inches in size was compared with one in which the pellets were one inch in size. The conclusion is that no great difference could be attributed to size of the pellets. However, the experiments do state that differences in digestability were due to pelleting, but not to fortification with various vitamins and trace minerals.



## Two New Vaccines Being Tested in Idaho

THE new vaccines which sheepmen hope will prove effective in the control of infectious diseases that result in premature loss of lambs are being tested on a large scale in Idaho. Cooperating are the University of Idaho Agricultural Experiment Station, the Idaho Sheep Commission, the U. S. Sheep Experiment Station and several range sheep operators.

One test involves the effectiveness of a new vaccine in controlling infectious abortion, commonly known as "vibriosis." The other involves a vaccine for the ovine virus abortion.

"While the occurrence of infections that result in ewes losing their lambs is somewhat variable from year to year, the endemic nature of these diseases make them a constant threat every year," explains Dr. L. H. Scrivner, head of the department of veterinary science at the University of Idaho College of Agriculture. "Should the new vaccines prove of value, their use could protect Idaho sheep producers from losses which in some years have been estimated at close to a million dollars."

### Vibriosis Vaccine Test

The work which resulted in the development of the vaccine for vibriosis control has been in progress for seven years at Colorado State University, Montana State College, University of Idaho, University of Wyoming, Utah State University and University of California. This regional attack on the problem has been fostered and encouraged by the committee on vibriosis of the National Wool Growers Association. Similar tests are being conducted in the above mentioned states in an all-out program to evaluate the vaccine which in limited tests has shown definite promise.

Idaho sheepmen who are cooperating in the tests are: Wilbur Wilson, Hammett, president of the Idaho Wool Growers Association and chairman of the University of Idaho sheep research committee; R. K. Siddoway, St. Anthony, director of the Idaho Wool Growers Association and member of the board of sheep commissioners for Idaho; J. H. Breckenridge, Twin Falls, past president of the National Wool Growers Association and the Idaho Wool Growers Association and past chairman of the U. S. Department of Agriculture Research and Marketing Committee; R. C. Rich & Son, Burley. Roscoe C. Rich is past president of the National Wool

Growers Association and the Idaho Wool Growers Association. Roscoe J. Rich is a director of the Idaho Wool Growers Association. Also cooperating are T. C. Bacon & Sons, Jerome, a past president of the Idaho Wool Growers Association, and Clyde R. Bacon a director of the Idaho Wool Growers Association.

Other leaders in the industry who are cooperating in these tests are Maurice Guerry, Castleford; J. W. Vanderford, Aberdeen; and J. O. Wallace, Soda Springs.

The test consists of vaccinating ewes before lambing and maintaining a similar number of unvaccinated ewes in direct contact with them through the pre-lambing and lambing periods. If the opportunity becomes available during the 1961 lambing season the vaccine will also be tested in aborting flocks to determine its possible value under these conditions.

In addition to paying the cost of the vaccine, the owners have agreed to provide the extra help needed to observe the results of the experiment and keep accurate records.

"The final test of the value of any vaccine is its performance under nat-

ural field conditions," says Dr. Floyd Frank, associate veterinarian, Caldwell Veterinary Research Laboratory, and Dr. A. K. Kuttler, inspector-in-charge, Idaho Sheep Commission, who are conducting and supervising the trials.

Approximately 1,500 ewes at the U. S. Sheep Experiment Station, Dubois, Idaho, are included in the trial.

The production records of each ewe involved and extensive data recorded on each lamb will be particularly helpful in the evaluation of the results.

In addition to other records obtained on the lambs at birth, mortality information will make it possible to better establish the effectiveness of the vaccine.

Wool growers who are cooperating in the vaccination program are Maurice Guerry, Castleford; Dan J. Cavanaugh, Twin Falls; Reed Hulet, Dietrich; and John H. Breckenridge, Twin Falls.

"One of the most promising avenues of increasing efficiency of production in the sheep industry is through preventative veterinary medicine. If this vaccine proves effective, its use will result in savings to the sheep industry of Idaho of approximately \$100,000 annually," says Drs. Kuttler and Frank.

## Your Assistance Urgently Needed

SCABIES has been known to exist since early Biblical times and has been a terrific economic loss to the livestock industry throughout the ages. With our increased modern transportation facilities, the disease can readily spread throughout our nation in a very short time unless adequate inspection of our livestock is maintained. It is much easier to control and eradicate a disease if it can be detected prior to the time the animals are shipped rather than after they reach their destination. Therefore the livestock owner is our first line of defense against any disease. For this reason it is earnestly requested that all owners avail themselves of the knowledge of the symptoms of the disease and keep a close watch over their livestock to determine whether these symptoms are developing.

Should the symptoms of scabies develop in your livestock, you are requested to contact your local practicing veterinarian, state or federal veterinarian or your county extension agent. Inspections will then be made of your livestock and if evidence of scabies is found, the animals can be properly treated.

An effective treatment for the eradication of the disease has been known for over 50 years and the disease can be eradicated with much more ease than many of our other diseases now plaguing our livestock. Experience has shown that where animals have been properly treated for scabies, many other pests and parasites have also been eliminated.

All dealers or handlers of livestock are also requested to cooperate with the regulatory officials in the detection and eradication of scabies in our livestock.

—J. E. Rasmussen  
U. S. Department of Agriculture,

# Your New NWGA President--Penrose B. Metcalfe



New National Wool Growers Association President, Penrose B. Metcalfe, accepts the gavel from Immediate Past President Harold Josendal.

**D**ELEGATES to the 96th Annual NWGA convention in Denver on January 25 unanimously called on Penrose B. Metcalfe to lead them as president in 1961. Mr. Metcalfe has been a vice president of the NWGA since 1955. He is also past president of the Texas Sheep & Goat Raisers Association and a delegate to the American Sheep Producers Council.

Coming from a pioneer ranching family, Mr. Metcalfe operates a 3,500 acre ranch 18 miles west of San Angelo, Texas. He runs approximately 1,200 Rambouillet ewes and about 50 head of purebred Shorthorn cattle. In addition to his long service to the sheep industry he served 8 years each in both the Texas senate and house of representatives. He presently represents 27 counties in a ranching area of Texas as a member of the state board of education.

In his acceptance speech after election to the presidency, Mr. Metcalfe declared he does not "intend to preside over the disintegration of the National Woolgrowers Association nor the sheep industry. I do not believe this is necessary nor will it be done if we can obtain the cooperation and help of all segments of the industry and by hard work, dedicate our brains and our pocketbooks to preserving an industry so long of such value to the economy of our nation."

Mr. Metcalfe said he was deeply humble at having the honor of presiding over the oldest national livestock organ-

ization in the United States. "It is going to be a privilege to me," he stated, "to endeavor to carry on those standards and traditions that have been established by those brave souls—my predecessors in office—who have done such a splendid job down through the years."

He called for cooperation between all facets of the industry—the officers and members of the National Wool Growers

Association, the lamb feeders, packers, chain stores, National Association of Wool Manufacturers, the Boston Wool Trade Association and other farm organizations.

In summing up his position as president, Mr. Metcalfe stated there were two phases—the first being the exceedingly pleasant one of visiting the various state meetings, and the second, keeping watch over the almost continuous problems arising in Washington, D. C. "I have made up my mind, and I hope you concur," he stated, "that if I have to make a choice as to going to one of the state conventions or going to Washington and attending to your business I am afraid there is only going to be one choice for me—my responsibility to represent you, with help, in Washington."

Before closing he paid tribute to retiring president Harold Josendal, Casper, Wyoming, for his leadership of the association during the past two years. On motion from the floor, Mr. Josendal was then named a lifetime honorary president of the association.

Vice presidents named by the convention were Angus McIntosh, Las Animas, Colorado; W. Hugh Baber, Chico, California; George K. Hislop, Yakima, Washington; (all holdover vice presidents); J. R. Broadbent, Salt Lake City, Utah; and Henry S. Hibbard, Helena, Montana.

## Invocation

Delivered at the 96th NWGA Convention

by Dr. Henry Croes, Pastor, Calvary Baptist Church, Denver, Colorado

**F**ATHER of us all: We thank Thee for opportunities for growth, for learning, for service, and we thank Thee for the creation in which Thou hast placed us.

We approach Thee this morning not only with a prayer for guidance and the invoking of Thy presence within our hearts and within our company, but we approach Thee, too in gratitude for all of those whose energy and dedication provide us with the food and the fiber of our civilization.

Bless Thou those who care for the flocks and the herds of others; bless Thou those who remain at home; bless Thou those who lead; and send, we pray Thee, the convictions that Thou art our shepherd, that Thou dost care for Thine own; and grant that we may qualify for such love and care in the name and the spirit of the good Shepherd. Amen.

# 1961 NWGA Convention Sparks Interest in Solving Industry Problems



Convention time affords excellent opportunities for old friends to get together. Shown above having breakfast are, l. to r.: H. J. Devereaux, Rapid City, South Dakota; J. B. Wilson, McKinley, Wyoming; Mrs. J. E. Gibbs, Douglas, Wyoming; Mrs. and Mr. R. C. Rich, Burley, Idaho; Mrs. J. B. Wilson and Mrs. H. J. Devereaux.



A group of Texas association leaders meet at the breakfast table during Denver National Wool Growers Association convention, l. to r.: R. W. Hodge, Del Rio; Penrose B. Metcalfe, San Angelo; Charles Schreiner, III, Kerrville; and Fred T. Earwood, Sonora.

By: GLADYS MIKE

NWG Associate Editor

**S**HEEPMEN from 16 states converged on Denver, Colorado, January 22-25, for the 96th annual convention of the country's oldest national livestock organization—the National Wool Growers Association. Sheepmen members came to the meeting determined to do something about the many problems confronting their industry. Convention attendance hit the 800 mark as sheepmen, their wives and guests got together for the annual conclave. Denver's Brown Palace Hotel hosted the conventioners.

Attendance at the convention sessions was the best in years, further proving that sheepmen are moved by the necessity to help themselves improve conditions in their industry.

Improvement in lamb marketing received a great deal of attention as a means of regaining a fair portion of the consumer dollar. A resolution passed by the convention's lamb committee called for a study by the Packers and Stock Yards Administration, in conjunction with the Federal Trade Commission, of the buying and selling practices of the organizations engaged in the distribution of lamb to the consumer. "We feel that in many cases a fair share of the consumer dollar is not being reflected back to the producer," the resolution continued. There was some opposition to the wording of the resolution when it was presented

on the convention floor, but upon a roll call vote it was adopted.

Other resolutions called for an extension of the National Wool Act, higher tariffs on imported wool and lamb, strict enforcement of the Wool Products Labeling Act, an independent study of the Packers and Stock Yards Administration to steer back its operation to "current market needs," and right of appeal for Forest Service and Bureau of Land Management permittees in federal courts in their home districts. A complete text of the resolutions is given in this issue beginning on page 13.



Parley Jensen, Albuquerque, New Mexico (left) and W. E. Overton, Yesso, New Mexico (right) look over prize-winning New Mexico fleeces entered in the National Western Wool Show. Immediately after the show the fleeces were transferred to the Brown Palace Hotel for display during the entire NWGA convention.

## President's Address

In his president's address Harold Josendal cited increasing importation of lamb and wool as one reason for depressed prices. "If imports of manufactured and semi-manufactured wool products continue to increase at the same rate as in the past three years," he said, "by 1967 we will be importing all wool used in this country; there will be no American wool manufacturer or no market for American produced wool."

He said the increase in lamb imports from nine million pounds in 1959 to 12 million pounds in 1960 "exerted an undue depressing influence on our market by lower pricing, poor distribution, and sometimes, because of handling methods, presenting a poor product to the consumer." He said the old ewe market had been broken by imports of boned mutton.

Mr. Josendal called on individual sheep growers to make use of available research results to produce healthy animals yielding high quality, uniform lamb and wool.

"Competition is so keen with related commodities," he cautioned, "that we must raise the best if we are to continue our proper place in the market." Mr. Josendal declared, "It is not enough for individual growers to do a good job at home, but sheepmen all over the United States must work together to promote and market our products and to further the activities of our service organizations."



In conclusion he stated, "The sheep business has known adversity before but we have always recovered; we will do so again."

#### Dr. DeGraff Speaks

A featured speaker at the opening session of the convention was Dr. Herrell DeGraff, Babcock professor of food economics at Cornell University.

In his talk Dr. DeGraff emphasized his limited knowledge of the sheep industry, but said in his research work preparatory to coming to Denver he had found several areas of trouble for the industry which were contributing to its depressed condition. These are live marketings, slaughter marketings, distribution and imports.

He questioned whether lamb could be merchandised in the same manner as mass-volume meat products, such as beef. He said lamb was produced in relatively small quantities, and he felt it should be merchandised as a specialty item.

In closing Dr. DeGraff called for a thorough fact-finding study. He urged that such an unbiased, objective study search out all the problems that are blocking the road to a healthy sheep industry.

A full transcript of Dr. DeGraff's address begins on page 20.

#### The Key to Success

Promotion and advertising of the sheepman's products was cited as one of the keys to success for the sheep industry by Don Clyde, Heber City, Utah, president of the American Sheep Producers Council. Mr. Clyde said there is "no doubt that the promotion and advertising program is doing the job it was intended to do—expand the demand for the sheepman's products."

He declared that at no time in history have the products of the sheep industry been more widely adopted, and yet, he said, rarely has the price producers received suffered so drastically. "This is an enigma which the sheep industry must solve," he stated.

J. R. Broadbent, Salt Lake City, chairman of the ASPC lamb advisory committee, outlined the program for lamb conducted on a market-by-market basis in 25 key promotional cities across the country. He said, "It may sound strange to say that our promotion program is a success when you and I know that the sheep producers for the past few months have suffered severely from low prices." He emphasized that the promotion program should not be judged in the "cold light of live prices alone."

Both Messrs. Clyde and Broadbent took exception to Dr. DeGraff's statement that imports are not hurting the American sheep industry. Dr. DeGraff



The Brown Palace's executive Chef, Ira Dole, is shown above checking on the rolled lamb legs served at the convention banquet January 24.

By: TERRY MARRINER

**E**XECUTIVE Chef Ira Dole had words to rejoice the hearts of sheepmen attending the National Wool Growers convention in Denver, January 22-25. Chef Dole, who has been with the Brown Palace Hotel for 20 years, said that in his considerable domain of hotel dining rooms and kitchens the orders for lamb have been increasing steadily, especially over the past year. Lamb chops were ordered up from the kitchen 200 times the past weekend to set an all-time record for lamb orders at the hotel, he said. The chef stated the boom in lamb orders came before sheepmen hit town for the NWGA convention. Dole had words of advice for housewives who would serve more lamb roasts if they had tasty recipes for the leftovers. Says the chef—"Wrap lamb in foil before storing in the refrigerator. Never reheat lamb unless it is to be barbecued. Serve lamb cold with condiments or in salad with vinaigrette sauce." As a parting boost to woolgrowers' morale Chef Dole presented for publication his own recipe for roast boneless leg of lamb which he served at the convention banquet. This recipe serves 10 and can also be used for rolled lamb shoulder roasts:

Bone one leg of choice lamb. Salt, pepper and rub with oil and clove of garlic. Roast in a 350 degree oven on a few lamb bones. The bones will help flavor the au jus. Then add one small carrot, onion and a sprig of celery to add color to the au jus. Roast lamb to medium done. Remove from bones, and add one quart of clear stock. Heat until liquid is reduced to one pint, strain, and add salt and pepper to taste. Serve au jus with roast.

stated that imports of lamb at 1½ per cent of domestic production could not have much effect on the market, and also that imports of mutton go into making sausage and are therefore, competitive with beef rather than with old ewes. Messrs. Clyde and Broadbent estimated the American sheep producer culls out about 10 per cent of his annual flock as mutton or old ewes. Where these old ewes sold at \$14 a head two years ago, they pointed out, the price last year was \$4.00. "The difference of \$10 on 300 animals amounts to \$3,000, a

sizable loss to any producer," Mr. Clyde remarked.

Dr. DeGraff had also reported that processors have not made excessive profits on price margins over the past five years. Mr. Broadbent pointed out that while figures over a five-year average can speak one way, the figures of the last two critical years will show processors received price margins of 30 per cent.

Wool committee chairman Walter L. Pfluger, Eden, Texas, said "The council's wool program, launched early last

July, has gained considerable headway in promoting natural wool loomed in America." He pointed out that the many technological advances for wool should make it once again the premier fiber in America.

Rounding out the ASPC presentation the staff presented a review of their promotion and advertising work on both lamb and wool. At the close of the convention several delegates visited the offices of the American Sheep Producers Council to see firsthand how the various promotion programs are carried out.

### Lamb Quality

Production and marketing of lamb came under sharp analysis during two extremely interesting and informative panel discussions the afternoon of January 24. W. Hugh Baber, Chico, California, moderated the discussion on "lamb quality," designed to define just what quality means. G. N. Winder, Denver, Colorado, chairmanned the marketing discussion.

Participating in the quality discussion were Dr. Paul Stratton, University of Wyoming; Dr. G. T. King, Texas A. & M. College, Dr. A. L. Pope, University of Wisconsin, William C. Purdy, Jewel Food Stores and John R. Storey, IGA Stores.

Dr. Pope led off the quality discussion by quoting the definition of quality accepted in educational circles—color, texture, firmness of lean and marbling. He said research is badly needed to determine how much quality influences the flavor of a product. He called for abandonment of the term "mutton type sheep" and recommended using "meat type sheep." This latter term, he said, is more palatable to consumers, as mutton has come to have a rather distasteful sound.

Dr. King stated that meat men estimate quality by the appraisal of factors thought to be related to the eating desirability of lamb, but consumers just decide on the basis of tenderness, juiciness and flavor of the cooked meat. Dr. King cited the need for more research to determine the influence of nutrition, breeding, management, environment and stress upon quality factors.

He felt that considerable improvement could be made in lamb meat quality through controlled research if funds were made available. He said that basic fundamental research is badly needed to determine standard measures of flavor since this is "of utmost importance in improving lamb meat quality."

Dr. Paul Stratton urged continued study on proper grading of lamb to reflect a better price for the quality producer to reconcile the difference between packer premium based on dress-out weight and the requirement by the housewife for leaner meat. Citing figures which showed that federal grading standards adopted in 1960 had resulted in an increase in lamb grading prime from 1.6 per cent to 20.5 per cent, he asserted that "the new standards may have had a desirable effect when first initiated, but may be doing little good, or possibly harming, the market now, as demand has adjusted to the new standards." Dr. Stratton also told of carcass quality studies at several land grant college stations which are testing lean areas, depth of fat, muscle composition, size and tenderness, and cooking odor.

Mr. Purdy, director of meat merchandising for Jewel Food Stores' 248 outlets in the Chicago area, told convention delegates that consumer preference is the key to sales of any product. He said, "We must always keep in mind that we are catering to the housewife who must

stay within her budget and she will select her meat, influenced by promotion and price, plus quality."

He said the producer and packer or processor have a "joint obligation to present that product in the best possible setting—in clean markets, with adequate refrigeration, merchandising at prices that represent values and that will mean tonnage for all of us."

John R. Storey, director of meat merchandising for the IGA Stores, deplored the fact that too many people consider lamb a "Cadillac" product not generally adapted to too many pocketbooks. He admitted that some of the blame for this misconception lies with retailers who generally advertise the loin, leg and shoulders with little or no emphasis on the less expensive cuts.

Mr. Storey also criticized the lack of uniform marketing of lamb throughout the year and advocated a change in the grading system, a trend toward heavier, meatier lambs, a possible offspring and quality testing or evaluation program, a change in the lamb marketing system, and a change of the lamb image in the minds of the consumers.

### Plaques Presented

Immediately after this panel discussion both Messrs. Purdy and Storey were awarded plaques by Don Clyde in behalf of the ASPC for their outstanding contribution to effective merchandising of lamb.

### Lamb Marketing

"We are divided and about to be conquered," set the stage for the lamb marketing panel. Moderator G. N. Winder issued the "divide and conquer" statement, and panel members decided something could be done to help the situation "if" producers could agree on one mar-



Conventioners were guests of the Denver Union Stockyards and registered market agencies and dealers for cocktails prior to the banquet. As can be seen in the photo above, the "promenade" of the Brown Palace West was literally "packed" with convention delegates.



After a delightful lamb banquet, convention delegates thrilled to the melodious voice of Ralph Trujillo. Musical selections and a comedy act by Willie and Jerry rounded out the 45 minutes of enjoyable entertainment.

keting plan and then move energetically in that direction.

Members of the panel were A. Z. Baker, American Stockyards Association; Paul Etchepare, Colorado lamb feeder; Marshall Hughes and George K. Hislop, sheepmen, and Dr. Morris Taylor, Utah State Extension Service.

George Hislop saw the tremendous revolution which has taken place in the merchandising of food in this country as the greatest single factor controlling the price of lamb. "This is not meant as an indictment against any one or all chains," he explained, "but is a factual appraisal of the situation as it exists today." He said the retail distribution system has found a way to alter the supply and demand formula by which price is theoretically set. This is done, he said, through buying procedures and through mass advertising of food in the newspapers. "The solution to our price and profit problems," he concluded, "must start at the retail level. While the producer must keep the supermarket as a friendly salesman for lamb, we as a group must start some action which will help the retailer out of his loss leader competitive entanglement and help us at the same time." He said this would not necessarily mean an increase in the cost of lamb to the consumer because he felt there was ample room for all members of the industry to operate at a profit.

Paul Etchepare suggested some marketing cures "for a desperately sick industry." He recommended that (1) the NWGA and National Lamb Feeders Association select a representative of able stature to call on presidents of leading chain store organizations and buyers for independent grocers' associations to seek their help in raising the wholesale price of lamb; (2) if nothing can be accomplished by that approach the sheep industry should take its case

to the Secretary of Agriculture and possibly a congressional group; and (3) a sufficient duty should be placed on imported lamb and mutton to assure the American producer his fair return. "The consumer is paying enough for the product," he said, "and all the producer wants is a fair share." He concluded by stating that the sheep industry should "wake up to the fact that volume selling may be the measure of business success in the decade of the 60's."

Dr. Taylor told producers they have been "misled and discouraged from actively developing their own market program by statements of myths." He recounted these myths as follows: "(1) that supply and demand ordinarily determine price and, therefore, nothing can be done about it; (2) that we have a perfectly competitive free market; (3) that a satisfactory market structure can be maintained by legislative and legal action; (4) that maintenance of liberty and democracy are associated with each producer personally marketing his lambs, and (5) that lamb marketing problems can be solved by attacking 'symptoms'."

He concluded by saying he believed sheepmen's liberty is tied closely to the dollar sign. "Whether or not you get dollars," he stated, "is dependent on unanimity of action." He said there is very definitely a need for synchronization in the development of an effective marketing program.

Prefacing his remarks with a plea to make better and greater use of central markets instead of substituting a new system of marketing, A. Z. Baker, president of the American Stockyards Association, said "the prominence, productivity and profitability of the sheep industry in a large measure has followed and been affected by the course of the terminal markets."

He cited these three areas for improving the sheep industry's bargaining position: (1) producing enough lambs to attract buyers at the slaughter, marketing and consuming levels; (2) consolidating marketing efforts to meet concerted buying demand, and (3) eliminating all harmful practices.

Marshall Hughes explained the marketing plan set up on the Western Slope of Colorado to sell the quarter of a million lambs marketed each fall in that area. Mr. Hughes described the plan as a major attempt to cut out needless costs between producer and consumer in the hopes that more profit will accrue to the grower.

He said it is urgently necessary for producers to recognize that they individually are not capable of coping with the powerful combinations with which they deal in their marketing process. "The only alternative," he said, "is to concentrate the forces of the producers."

Mr. Winder summed up the discussion by saying that the integral part of any marketing program is sending the animals to slaughter at the right time. He asserted that "some kind of disinterested tribunal should be set up to determine just what is wrong with the industry."

#### Costs of Production

The final panel on January 25 revolved around the question of "What can we do to make the sheep business profitable?" Actual cost of production figures in their states were presented by the following panel members: George Scott, Colorado; R. C. Rich, Idaho; A. D. Reed, California; Arthur Smith, Utah; William A. McKerrow, Wisconsin; M. P. Espil, Arizona; Dr. Delwin Stevens, Wyoming, and Charles Schreiner III, Texas. H. J. Devereaux, Rapid



Coffee and rolls were served to convention delegates the last morning of the convention, courtesy of the National Wool Growers Association. Shown in the foreground above are (l. to r.) Mrs. and Mr. Robert W. Myres, Center, Colorado, and Mrs. and Mr. R. A. Smiley, Belle Fourche, South Dakota.



Elroy M. Pohle, director of the USDA's Denver Wool Laboratory, explains operation of the electronic grease wool staple length measuring machine to Mrs. C. Wayland Brooks, Chicago, Illinois, and NWGA Honorary President John Breckenridge, Twin Falls, Idaho.





Shown above presenting certificates in recognition of outstanding merchandising of lamb to two retailers is ASPC President Don Clyde, Heber City, Utah (left). Receiving the awards are John Storey (center) director of meat merchandising, IGA Stores, Chicago; and William C. Purdy, (right) director of meat merchandising, Jewel Food Stores, Chicago.



Prize winning wool at the National Western Wool Show was sold in a sealed bid sale to Mike Hayes Wool Selling Service, Denver, Colorado, at 52 cents per pound. 2,650 pounds of wool from Colorado, Wyoming, Utah, Montana, Texas, Ohio and South Dakota was represented. Shown above after bid openings are, l. to r., Edwin E. Marsh, NWGA executive secretary, Charles Nichols, wool show superintendent, David Little, Emmett, Idaho, and Mike Hayes. Wool was displayed at NWGA convention.

City, South Dakota, moderated the discussion.

Cost figures generally portrayed a dark financial picture. Mr. Smith said that most sheep producers are sustaining further losses each year and many have been forced to obtain added loans on property to remain in operation.

After all the figures were presented Mr. Devereaux summed up the general picture by stating that unless costs of production can be curtailed drastically he could not see the answer to making the business profitable. He, however, reiterated the statement made by Charles Schreiner that "now is not the time to quit; instead we should improve management, testing and selection in operations, and work for marketing changes and for a beneficial share of the American market for both wool and lamb."

Full texts of the addresses of Dr. DeGraff, Harold Josendal, Mrs. O. T. Evans and Edwin E. Marsh can be found in this issue of the National Wool Grower. Full accounts of the panel discussions on lamb quality, lamb marketing and costs of production as well as the ASPC promotion presentation will be given in forthcoming issues of the magazine.

#### Incorporation Proposals

Due to a number of suggestions for change in the proposals for incorporating the National Wool Growers Association which were published in the December National Wool Grower, George Hislop, chairman of the association's organization and membership committee, offered a motion that the executive committee be authorized to proceed with the incorporation of the

NWGA after the entire committee had approved the general draft of the articles of incorporation and by-laws. The motion was unanimously adopted.

#### Executive Committee Meetings

The executive committee of the association held two meetings during the convention. Sheep organizations in Wisconsin, Indiana, and Mississippi who had become affiliated with the NWGA during 1960 were formally welcomed. In addition, the Maryland Sheep Breeders Association was accepted as an affiliated state organization. Officers of the Maryland association are: Fred H. Price, Upperco, president; M. G. Ellingsworth, Glenwood, vice president; W. G. Carpenter, Germantown, secretary, and W. H. Small, White Hall, treasurer.

The executive committee also planned strategy for work in Washington in connection with the National Wool Act and tariff or quota legislation.

A sympathy resolution was also adopted and sent to the family of Mrs. Dan Hughes, Montrose, Colorado. Mrs. Hughes died during the convention. She was the wife of Judge Dan Hughes and the mother of Marshall Hughes, active sheep leader from Colorado.

#### Lamb and Wool Follow-up Meetings

The two committees set up to implement the suggestions made at the First National Lamb and Wool Industry Conference at Laramie, Wyoming, last summer, met prior to the opening of the convention. The wool committee, under the chairmanship of A. S. MacArthur, pointed to the critical need for improvement of lamb and wool production, uniformity in production and improvement

in wool preparation and marketing. They also stressed the need for technical education and instruction for wool growers in both wool and lamb production by the colleges and extension services, as well as improvement and development of available shearing services for wool growers.

After introducing the problems facing the industry in connection with the lamb end of the business, the lamb committee under the chairmanship of Paul Etchepare recommended that the National Wool Growers Association take such steps as necessary to hire an expert to study the sheep industry from the producer through to the housewife; further, that such a study be coordinated by a producer committee appointed for such a purpose.

#### Social Events

Delegates set aside their cares for their annual social hour, banquet, floor show and dance the evening of January 24. The social hour was hosted by the Denver Union Stockyards Company and registered market agencies and dealers. The "promenade" of the Brown Palace West was literally "packed" as the guests got together for some social conviviality. A delightful leg of lamb banquet followed, after which an entertaining floor show was presented by the troupe appearing at the Beacon Supper Club in Denver. Dancing to the music of Art Gow followed on into the night as wool growers "tripped their heels" to some of the most melodious tunes ever written.

The Make It Yourself With Wool fashion show and Miss Wool presentation the evening of January 23 played

(Continued on page 44)

# The 1961 Platform and Program of the National Wool Growers Association

*As Adopted at the 96th Annual Convention*

*Denver, Colorado, January 25, 1961*

## GENERAL RESOLUTIONS

### 1. Appreciation

We wish to extend our great appreciation to the officers of this association and to the members of the special committees, all of whom have given so much of their time in working on the problems of our industry. Their untiring efforts have done much toward the betterment of our association and our industry and they are to be commended for their outstanding work.

### 2. Shepherders

We wish to commend the Western Range Association for their work in the shepherd importation program. The National Wool Growers Association will continue to support the program of the Western Range Association in its efforts to secure skilled shepherders for the western wool growing industry.

### 3. Wage Regulation

It is felt that the regulation of the cost of wool and mohair shearing operations and other agricultural labor should be a subject for private negotiation rather than of government regulation. We are, therefore, opposed to any federal legislation or regulation designed to regulate such costs.

### 4. Retirement Benefits

The National Wool Growers Association is in favor of legislation providing tax exemption for retirement funds set aside by self-employed individuals.

### 5. Averaging of Income

The National Wool Growers Association is in favor of legislation providing for the averaging of income for tax purposes over a period of from five to ten years.

### 6. Taxes

We appreciate the work of the National Live Stock Tax Committee and commend it for its continued work on the tax problems of our industry.

### 7. Tariffs

The National Wool Growers Association believes that it is past time for our government to make a searching re-examination of its tariff policy. We urge Congress to re-assert its constitutional rights to set and control tariff policies.

The matter of adequate tariff protection on imports of raw wool and wool manufactures and of lamb and mutton has been of vital importance to the sheep raiser since the early years of this country. It is necessary for the very

existence of our industry. For this reason we vigorously oppose any efforts to reduce or disrupt our tariff system.

We urge that the escape clause procedure be clarified so that import quotas can be readily applied.

In this direction, we strongly urge continued implementation of the Geneva Reservation with greater utilization of its potential to accord the protection so vitally needed by all segments of the American wool economy.

We are still opposed to U. S. membership in the Organization for Trade Cooperation and the participation of the United States in the General Agreement on Tariffs and Trade.

We commend the Nation-Wide Committee on Import-Export Policy and its Chairman, Mr. O. R. Strackbein, and the Trade Relations Council of the United States for their vigorous opposition to the lowering of tariffs. We request their continued activity on our behalf in connection with our historic stand on tariff matters.

### 8. Water Rights

The importance of water in the economy of the West must not be underestimated. We have had long experience in developing and establishing sound water policies. We believe that federal agencies having responsibility for water programs should abide by the letter and the spirit of state water laws and that Congress should pass legislation requiring such compliance. Water rights should be regarded as property rights.

We emphasize the urgency of acting now on the question of assuring state control rather than federal control over water rights.

### 9. Dues Deduction Program

We urge that all wool firms, wool warehouses and wool buyers at country points cooperate in the dues deduction program for the various state associations affiliated with the National Wool Growers Association that operate under such a program.

We sincerely appreciate the fine cooperation of those warehouses, firms and buyers who have deducted these dues this past year. Their help has been of great benefit to our state associations.

### 10. Depletion Allowances

In order to help protect the income of all owners of private lands throughout the United States, the National Wool Growers Association is opposed to any change in federal income tax laws which will reduce or eliminate the present depletion allowances from income derived from the production of petroleum, natural gas and other minerals.

### 11. Research

The importance of a diligent and continuing program of basic research in all fields pertaining to the wool and mohair industries cannot be over-emphasized. We request

that research in the fields of meat and wool production, processing and use, breeding of sheep, feeding of sheep and lambs, land use and control and eradication of sheep diseases be accelerated.

All agencies, both public and private, who are doing basic research in these fields are to be highly commended.

#### 12. Ranch Labor

We reaffirm our strong opposition to the continuance of Public Law 78. It has been unsatisfactory and generally inoperative since its inception insofar as ranch labor is concerned.

We oppose the reinstatement of Public Law 78.

We recommend that the law be permitted to expire and that this program be handled through the United States Immigration Service under the provisions of Public Law 414.

#### 13. Labeling of Imports

We feel that the domestic livestock industry cannot compete on a fair basis with imported livestock products unless the consumer knows the source of such products. Therefore, we recommend that all imported woolen goods bear a foreign label and meet the requirements of the Wool Products Labeling Act. We also recommend that all meats and meat products be labeled as foreign and we recommend the enactment of any necessary legislation which will be required.

#### 14. Use of American-Made Goods

We recommend to the National Wool Growers Association that as an association they work through all agencies who will cooperate toward the end of educating the public to buy American-made goods, and we urge upon all the members of the association to individually resolve that they shall buy whenever possible only American-made goods.

#### 15. National Lamb and Wool Industry Conference

The First National Lamb and Wool Industry Conference was held on August 8 and 9 at the University of Wyoming at Laramie. We feel it was very successful and it was generally agreed that this conference was a definite step in the direction of uniting the various segments of the sheep industry into a group that could mutually discuss the problems at hand and suggest industry-wide solutions. A follow-up meeting was held in Denver, October 20, at which a motion was adopted to hold the second conference in 1961. Our association would like to see a like conference held in 1961.

#### 16. Make It Yourself With Wool Program

This worthwhile program has been the result of a great deal of effort on the part of many people and many organizations. We wish to express our appreciation for the untiring efforts of the various women's auxiliaries, the Women's Auxiliary to the National Wool Growers Association and the American Wool Council for conducting the program and for the generous support of the following sponsors:

Burlington Retail Fabrics Company	Pendleton Woolen Mills
Coats & Clark, Inc.	Singer Sewing Machine Company
Colorado Woman's College	Standard Felt Company
Jim Dritz & Sons	Vogue Pattern Company
Dorman Mills	Woolite, Incorporated
Homestead Woolen Mills, Inc.	F. W. Woolworth Company
Lebanon Woolen Mills, Inc.	American Sheep Producers Council
Producers Livestock Marketing Association	

The two top award winners will fly to Europe via Pan American Jet.

#### 17. The Miss Wool Program

The Miss Wool Program proved highly successful in the promotion and publicity of wool.

We wish to express our thanks and appreciation to Miss Wool of America, Patti Jo Shaw, who did such a wonderful job as an ambassador for Natural Wool Loomed in America.

We wish, also, to express our appreciation to Woolens and Worsteds of America, an organization comprising the Wool Promotion Fund of Boston, mills and manufacturers and other segments of the wool industry, and the American Sheep Producers Council; and also the National Miss Wool Pageant Committee; also the Women's Auxiliary to the National Wool Growers and affiliated state auxiliaries; and various sheep councils affiliated with the ASPC, and the ASPC itself for their efforts in making the Miss Wool Program a success.

#### 18. Convention Appreciation

We wish to thank the following organizations for their untiring efforts to make this convention both successful and enjoyable:

Colorado Wool Growers Association  
Colorado Wool Growers Auxiliary  
Denver Union Stock Yards Company  
Registered Market Agencies and Dealers  
Denver Convention Bureau  
Brown Palace Hotel  
Cosmopolitan Hotel

We wish to thank the Pendleton Woolen Mills for furnishing identification tags. We appreciate the cooperation received from the press, TV and radio stations.

#### 19. Commendation

We commend the American Sheep Producers Council, Woolknit Associates, Woolens and Worsteds of America and private enterprises for their excellent work in promoting domestic wool and lamb.

#### 20. In Memoriam

We extend condolences to the families of those members and friends of the association who have passed on since the last convention.

#### WOOL

#### 21. National Wool Act

In the face of inadequate tariff protection and the resultant flooding of our domestic market with low-cost-of-production wools and wool products, the National Wool Act of 1954 has been the salvation of the sheep industry.

We, therefore, recommend that our officers expend every effort to obtain the renewal of the National Wool Act in the present session of Congress.

#### 22. Wool Tariff

It has been proven throughout the existence of the wool industry that a fair tariff on wool and manufactures of wool has been necessary to maintain the welfare of the producer and the industry.

We believe that the present tariff on wool is inadequate and should be increased.

The law governing the administration of the "escape clause" by the Tariff Commission is too restricted. This law should be amended to give the Tariff Commission more latitude in order that the "escape clause" provisions may more nearly accomplish the purposes for which intended.

We favor the establishment of quotas for each country exporting woolens and worsteds and all products containing



wool to the United States with quotas divided into product categories to prevent concentration in any particular type of goods.

We urge the strict enforcement of the Wool Products Labeling Act on imported garments, fabrics and all wool products.

We also urge, as we have done for many years, that the Congress reassert its constitutional right of tariff policy and control. More and more domestic industries, including the woolen industry, are being forced to the wall by the continually increasing flood of foreign produced goods. No nation can long survive as a great power if it persists in bartering away its domestic markets with the resultant crippling and eventual destruction of its domestic industries.

### **23. Wool Research**

From the research laboratories must come the solution of many problems if we are to remain competitive with other fibers.

We urge the continuation and expansion of wool utilization research.

### **24. Carpet Wools**

Wools that are coming into this country duty free classed as carpet wools, blends and various types are often finer than they are classed and are coming into competition with domestic apparel wools.

We, therefore, recommend that the USDA Wool Laboratory, Denver, Colorado, expand its effort on micron testing for developing micron grade standards to combat this problem.

### **25. Wool Products Labeling Act**

We continue our traditional support of the Wool Products Labeling Act. We commend the Federal Trade Commission for its work in enforcing it and recommend that they increase their activities in regard to imported wools.

### **26. National Wool Month**

We express grateful appreciation to the President of the United States and the Congress and the various states for designating September, 1960, as National Wool Month. We commend the wool manufacturers, wool trade and the officers of the National Wool Growers Association for their work which resulted in this designation commemorating the 200th anniversary of wool production and manufacturing in the United States.

### **27. Wool Packaging**

We strongly urge all growers to make a special effort to do a better job in preparing their wools for market. With increased competition from foreign wools and other fibers, it is imperative that we be competitive in this respect.

### **28. Wool Promotion**

In the face of increasing competition from man-made fibers it is imperative that we as wool growers continue the promotion of wool.

We support the continuation of section 708 of the National Wool Act and the work authorized thereunder.

### **29. Buy American**

We again direct the officers of this association to do everything necessary to maintain the status of the Berry Amendment to the Defense Department Appropriations Act, which has been in effect since 1952.

We urge all members to ask their congressional repre-

sentatives to help in maintaining the use of domestic food and fiber in defense requirements.

### **30. Transfer of Wool Research Men and Equipment**

We strongly urge that related wool research work, including some men and equipment now at the Agricultural Research Service Station at Beltsville, be transferred to form a united, well equipped and staffed research team at the Agricultural Marketing Service Laboratory at Denver.

### **31. Imported Lamb**

Because lamb and mutton imports are seriously injuring the American sheep industry, and these imports are ever increasing, we strongly urge that the U. S. Congress re-assert its authority in this area and establish realistic tariffs and import quotas, and that the Trade Agreement Act be amended to give meaning to the "escape clause" for a domestic industry which is in any way clearly affected. We further request that the officers of the NWGA use all means, including joining with other American organizations, to present the facts of foreign importation to the Congress of the U. S.

We protest the intermingling of foreign slaughtered lamb with domestic lamb in retail meat counters. We request that such foreign slaughtered lamb be so labeled and sold to the American housewife on its own merits.

Because the importation of both live lamb and fresh frozen lamb is detrimental to the lamb industry of this country, we wish to commend those meat processors and distribution organizations who have steadfastly refused to handle these products in this country.

### **32. Lamb Grading**

We feel that the present revised lamb grading standards are a great improvement and can be of benefit to the industry if properly interpreted and uniformly applied.

The National Wool Growers Association vigorously opposes compulsory meat grading.

### **33. Freedom of Marketing**

Recognizing that the Packers and Stockyards Act now covers all transactions in interstate traffic, we ask that (1) no regulation or directive be considered that would in any way eliminate, narrow or suggest that an individual cannot avail himself of any avenue of sale for his product that he may deem satisfactory to himself; (2) the relationship between buyer and seller not be tampered with in any way that would preclude sales at country points under terms and conditions that are acceptable to both parties; (3) every producer be given the freedom of choice to market his product through any channel such as country sales, auctions, central markets, dress and grade or any other manner he may desire.

### **34. Packers & Stockyards Act**

We recommend that the Packers and Stockyards Administration in conjunction with the Federal Trade Commission make a study of the buying and selling practices of the organizations engaged in the distribution of lamb to the consumer. (We feel that in many cases a fair share of the consumer dollar is not being reflected back to the producer level.)

We recommend that an independent study be made of the operation of the Packers and Stockyards Administration with a view toward directing and adjusting its operation to current market needs.

We call attention of lamb producers to the fact that registration and bonding of livestock dealers under the Packers and Stockyards Act as amended in 1958 does not auto-

matically guarantee the solvency of said livestock dealers nor does it guarantee payment of their commitments.

### 35. Consignment Killing

We condemn the practice of consignment killing which depresses markets and results in loss to producers.

### 36. Lamb Carcass Studies

We recommend that work on lamb carcass studies be accelerated. Concrete and accurate information on this subject is of great importance both to the production and marketing of lambs.

## FEDERAL LANDS

### 37. Appeals of Grazing Disputes

Under present procedures, the only court hearing given to a permittee on the merits of any grazing dispute with the U. S. Forest Service or the Bureau of Land Management is before the Circuit Court of Appeals in Washington, D. C., by appeal from a decision of the Secretary of Agriculture.

Considering the expense to western livestockmen in prosecuting an appeal before such a court in Washington, and considering that said court is an appellate and not a trial court and not as familiar with western grazing problems as western courts and juries in the areas where such disputes arise, the present right of court hearing on such disputes amounts to no court hearing at all.

The National Wool Growers Association, therefore, promotes and supports the necessary amendatory legislation that will give Forest Service and Bureau of Land Management permittees a right of appeal to the federal district court in the federal district and division where the range involved is located, on the merits of any grazing dispute from a decision thereon by the Secretary of the Interior and Secretary of Agriculture. Furthermore that upon such an appeal, a hearing de novo be held on the merits of such dispute before the court or a jury.

### 38. Mineral Rights

The National Wool Growers Association urges Congress to extend to all other states a 90 per cent share of mineral royalties, as it did for Alaska when granting that territory statehood. We urge passage of congressional legislation to accomplish this purpose.

### 39. BLM Land Exchanges

The Taylor Grazing Act was initially enacted by Congress to preserve the natural forage on federal lands, to provide for the orderly use of such lands to stabilize the livestock industry dependent upon these lands and for other purposes.

Section 8 of such act specifically provides for exchange of grazing lands between federal and private lands as a means of expediting the consolidation of federal lands for better administration and consolidation of private lands to aid conservative range management.

Because of abuses by land speculators, not related in most instances to the livestock industry, the Secretary of the Interior has arbitrarily issued regulations blocking all land exchanges, subject to involved and costly appraisals irrespective of any proof of speculation, thereby preventing essential bona fide and urgent exchanges under the true intent of section I (i).

Therefore the National Wool Growers Association requests the Secretary of the Interior to modify his regulation so as not to penalize an entire range industry simply to correct recognized abuses. In our judgment, the most effective public interest is served under the Secretary's

primary obligation to follow the intent of Congress when it passed the Taylor Grazing Act.

### 40. Trail Closures

We are strongly opposed to the closure of any established or customary stock driveway without ample public notice and public hearing, within the area affected, by the Forest Service, Bureau of Land Management, Indian Service or any other agency dealing with the public domain. The ever-narrowing margin of profit in the livestock business makes trucking or shipping from one range to another prohibitive.

In the furtherance of creation of new driveways, the same procedure as to public hearings in the area should be followed.

### 41. Homestead, Desert Entries and Land Exchanges

We commend the Bureau of Land Management for its policy of making a thorough investigation of all applications for homestead and desert entries to determine if the land involved has a higher agricultural use than grazing. We strongly urge the Bureau to continue this policy in the future.

### 42. Poisonous and Noxious Plants

Poisonous and noxious plants, such as Halogeton, continue to spread over much of the western United States. These plants apparently offer strong competition for native grasses and are undesirable.

We recommend the use of every available means of research to control the further spread of those plants.

### 43. Range Livestock Reductions

The National Wool Growers Association is deeply concerned about the effects on individual users of federal range under the program of reduction of numbers of livestock by the Bureau of Land Management and Forest Service and the effects upon the economy of the states by these reductions.

We recommend that no cuts be placed into effect until an agreement has been reached with permittee, or until a range study has been made by an independent agency using a long-term study to evaluate the carrying capacity of the range.

### 44. Wilderness Bill Legislation

We reiterate and reaffirm our previous position and continue to condemn the passage of any legislation setting up wilderness areas. We submit there is sufficient legislation regarding wilderness areas; that the proposed legislation is a duplication of effort; and, if carried to its conclusion, would be detrimental to the interest of the people of the United States and especially the livestock industry. It is detrimental to timber growing, mining, wildlife, water development and grazing and it becomes a definite fire hazard.

We are specifically opposed to the principles embodied in the heretofore submitted wilderness bills.

### 45. Return of Federal Lands To States

In consideration of the vast discrepancies in land grants to Alaska on admission to the Union, in comparison to the grants made to the 11 western states on their admission, the National Wool Growers Association favors the return of all public lands to the 11 western public land states in order that the income from said lands can be applied to the school funds.

## TRANSPORTATION

### 46. General Statement

Transportation and communication are the barometers

of civilization and mark not only our industrial, agricultural and social positions, but indicate our progress.

We commend intelligent and efficient consolidation of the railroads as one of the essentials which will correct many evils in transportation. Such consolidation must be one that would permit an efficient and effective transportation system.

In the interest of furtherance of increased per car revenue on livestock, some railroads have converted automobile box cars for transportation of livestock with increased available space, larger cars with ventilation, eliminated projections, painted roofs aluminum to reflect heat, established livestock pullman palaces on wheels moving said livestock at lower costs. Rail-motor service, piggy-back operations and other modern changes have increased revenue.

We commend those transportation organizations for their efficiency and realize that they must be duly compensated as well as commended.

To this end we believe proper legislation should be passed so that intelligent consolidation and realistic depreciation is permitted for railroad stock cars and other railroad properties in harmony with the actual useful life of the property. At the same time every effort should be made to reduce carriers' cost of operation, giving consideration to salaries and wages with modification and improved work rules and efficiency.

#### **47. Consistency In Rates**

Proper relations should be re-established in rates on livestock, fresh meat and packing house products so as to correct the disturbance in the processing and marketing of livestock which has resulted in the distortion of market price.

#### **48. Lower Rates**

We commend those railroads which instituted independent action in the lowering of rates. We regret the increased freight rates in Ex-Parte #223. We believe in Rule 7 of Ex-Parte #223, each factor of such combination should not be increased separately.

#### **49. Section 15 (4)**

In view of the experience of livestock organizations under the short haul provision, it is evident that recourse can be obtained only through repeal of the short haul provision and we recommend such legislation.

#### **50. Gateways**

Livestock shippers are constantly in jeopardy by reason of established gateways so as to give individual railroads the long haul.

We express our appreciation for the excellent work of the United States Department of Agriculture in court proceedings pertaining to the Spokane Gateway case. There is, however, but one solution and that is to immediately open all gateways.

#### **51. Damages and Attorney Fees**

Section 20 (11) must be amended so that no shipper should be forced by railroads to accept less than the full actual damage in the settlement of loss and damage claims on livestock. Offers of 50 per cent of the actual damage if settlement is made are chiseling tactics.

#### **52. Federal Excise Taxes**

The present tax of 10 per cent on passenger transportation and communications was a strictly war measure, and in the interest of progress this tax should be repealed.

#### **53. Reparation**

We again recommend amendments to the Interstate Commerce Act adding new provisions which would make a common carrier by motor vehicle and freight forwarders liable for the payment of damages in reparation awards to persons injured by them through violation of the Act.

#### **54. Minimum Weights**

We support the proposal that has been presented to member railroads within the Mountain Pacific Territory whereby freight increase X-206 A and X-212 would be removed. We also ask that the Interstate Commerce Commission give favorable consideration to any request by member railroads for rate reductions on livestock. However, we are opposed to any change in the trailer car privilege or minimum weight requirement.

#### **55. Reduction in Freight Rates**

Measured by the present reduced rates on other freight traffic, the livestock rates, in our opinion, are unjust, unreasonable, unduly prejudicial and exceed the value of the service.

We recommend early and mature consideration to secure merited reduction in the rates on livestock, equitable rules, regulations and practices in connection therewith, and improved rail facilities and service thereon.

#### **56. Public Stockyards**

The Packers and Stockyards Administration should insist on names and location of all stockyards posted by the Department of Agriculture in railroad tariffs.

#### **57. Section 22 of Transportation Act**

Section 22 of the Transportation Act permitting free transportation or reduced rates for government traffic should be amended to require payment of full rates and be so safeguarded that traffic could not be diverted to carriers offering lower rates.

#### **58. Free Enterprise In Transportation**

Railroads should be granted freedom to engage in all forms of transportation when requested by the shippers, if in the best interest of the public and the railroads, subject to a certification of public convenience and necessity granted by the proper authorities. This privilege should not be denied because said carriers are engaged in transportation.

#### **59. Agricultural Exemption**

We are opposed to any change in the present exemption provided in section 203 (b) (6) of the Interstate Commerce Act for the movement of agricultural commodities including livestock.

#### **60. Safety On the Highways**

We recognize the need of and recommend the development of nation-wide highway traffic safety programs through the establishment of uniform traffic laws, improvement in driver education and training and coordination of traffic enforcement.

#### **61. Practice Before the ICC**

We oppose any legislation which would prohibit non-lawyers from representing clients who are a party to an Interstate Commerce Commission hearing.

#### **62. Wool Rates**

We favor reduced eastbound carload rates on wool and



mohair from the Pacific Coast and intermediate points to eastern destinations on graduated minimum weights from 60,000 pounds downward when applied in Western Trunk Lines and Trans-Continental Territories with concentration privileges and subject to Rule 24. Import rates should prevail on the same basis as domestic rates.

### 63. Schedules

We urge the railroads to publish their schedules for the transportation of livestock from the principal origins to the major destinations. We believe that such action by the rail lines will retain such traffic and possibly regain some of the livestock now moving by truck.

### 64. Past Resolutions

We endorse resolutions which have been previously passed unless repealed or in conflict with those approved at this convention.

### 65. Appreciation

We recognize our appreciation to Charles E. Blaine and Calvin L. Blaine and their associates for the outstanding work in transportation for the betterment of livestock interests.

## PREDATORY ANIMALS

### 66. Limitation of Control Methods

We strongly oppose any legislation that would limit the methods of taking predators and rodents. These measures would make any adequate control program unworkable and would materially increase the cost of even a limited program.

Congress has recognized the need for predator and rodent control, and the effect of any legislation of this nature would nullify the efforts and expenditures in this program.

### 67. Control of Federal Withdrawals

We ask all federal agencies administering land withdrawals to recognize the need for full predatory animal control in withdrawn areas. We strongly advise that provisions for predator and rodent control be made conditions of all future withdrawals.

### 68. Publicizing Predator Losses

There is considerable evidence that control of predatory animals would be more strongly supported by the public if losses of livestock caused by predators were publicized.

This association believes that all stockmen should publicize losses caused by predators through the Extension Service, local press and radio channels. This should be done as soon as possible after the damage.

### 69. Misinformation on Predators

There is scientific evidence that control of predators does not increase rodent population. As inaccurate publicity has frequently appeared in the press and on the radio, we urge the National Wool Growers Association and the state associations to counter such misinformation when and wherever possible.

### 70. 1080 Poison

Inasmuch as the public has been misinformed as to the characteristics of 1080, we recommend that all interested stockmen, associations and related agencies be urged to institute a program that will inform the public of the true picture of 1080.

The necessity of the use of 1080 for control and eradication of disease carrying animals and rodents is essential and has been demonstrated by federal and state health services and should be continued.

### 71. Control of Rabies

Since the incidence of rabies among wild animals is increasing in the United States, we urge the maintenance of a strong predatory animal and pest control program to suppress this disease for the protection of livestock and in the interests of public health.

### 72. Appropriations

We recommend that appropriations for the Bureau of Sport Fisheries and Wildlife be increased by \$100,000 for research to improve predator control methods.

### 73. Research

We respectfully request the Fish and Wildlife Service to carry on a research program on jack rabbit control.

### 74. Division of Finance

We recommend that the state fish and game commissions, the Fish and Wildlife Service and the livestock operators assume their equitable share of predator control.

Statistics show that whenever predator numbers are reduced, game numbers are increased.

### 75. Finance

Inasmuch as the Fish and Wildlife Service appropriation is inadequate to pay their hunters' salaries; and since predatory control is a great benefit to public health and because the present predator program is financed principally by wool growers, we request that Congress appropriate sufficient funds to pay the salaries of hunters who work on federal lands.

### 76. Cooperation Between Federal Agencies

We commend the Forest Service, Bureau of Land Management and Indian Service for their cooperation with the Bureau of Sport Fisheries and Wildlife in predatory animal and rodent control.

### 77. Commendation

We commend the Bureau of Sport Fisheries and Wildlife for their efforts in cooperative predatory animal and rodent control programs.

## ANIMAL DISEASES

### 78. Research

The U. S. Department of Agriculture has for many years maintained a research program in an effort to determine means to control the diseases of scrapie, bluetongue, and other diseases, as well as internal and external parasites and dips for the proper treatment thereof in sheep. This research program has provided some methods of control but so far has not arrived at a complete solution to the problems. The National Wool Growers Association hereby requests the Department to continue these research programs.

### 79. Scrapie Program

The National Wool Growers Association recognizes the excellent work now being carried on by the Animal Disease

The National Wool Grower

Eradication Division of the Agricultural Research Service, U. S. Department of Agriculture, in locating and controlling the disease of scrapie and preventing its spread among the sheep flocks of the United States.

It is requested that this program be diligently continued until there is no longer any danger of this dread disease infecting sheep flocks in this nation.

#### 80. Psoroptic Scabies

The Animal Disease Control Branch of the U. S. Department of Agriculture has supported the National Wool Growers Association in the move to eradicate psoroptic sheep scabies from the United States. New regulations to effectuate this program have been promulgated by said department and are now in force. The National Wool Growers Association urges Congress to appropriate sufficient funds for this work and recommends that the Secretary of Agriculture use all efforts to eradicate sheep scabies at the earliest possible date.

#### 81. Rules and Regulations

The National Wool Growers Association recommends that uniform rules and regulations be adopted by each state of the United States governing the interstate movement of sheep, and that certificates authorizing such movement be issued only by regularly employed inspectors of the state or federal government.

#### 82. Screwworm Fly

The results obtained in eradicating screwworms from Florida and the southeastern states indicate that eventual elimination of this source of livestock losses can be secured for all of the United States.

The National Wool Growers Association urges the Secretary of Agriculture of the United States to pursue this program to the fullest extent possible; to urge the cooperation of every state where the screwworm problem is present; and, at the earliest time feasible, to begin a full-scale program with a view to effective control and eventual eradication of the screwworm fly.

#### 83. Vibriosis

We commend the good work done in behalf of the sheep

industry by the Technical Committee on Vibriosis and urge that their efforts be continued and expanded.

#### 84. Protection Against Introduction of Disease

We recommended the adoption of S.864 which was introduced in the 86th Congress which would give the Secretary of Agriculture authority to provide greater protection against the introduction and dissemination of diseases of livestock and poultry, with proposed changes made in the bill following conferences between representatives of the livestock industry and officials of the U. S. Department of Agriculture in August, 1960. We urge the passage of a bill of such effect.

#### 85. American Ovine Practitioners Association

We commend the group of veterinarians who recently organized the "American Ovine Practitioners Association," and support their efforts to improve the service in this field of the sheep industry.

#### 86. Interstate Movements

We recommend that the act of 1884 establishing the Bureau of Animal Industry be amended in order to permit the Secretary of Agriculture to promulgate rules and regulations governing the interstate movement of animals having minor diseases and infections.

#### 87. Importation Regulations

Importations of live sheep from foreign countries continue to pose a serious threat to the U. S. sheep industry by the possible introduction and spread of disease. The U. S. Department of Agriculture has recently issued stringent rules and regulations governing holding these animals in quarantine and requiring construction of adequate facilities. We commend the department on this step and urge that every precaution be taken.

#### 88. Sea Stores

The National Wool Growers Association joins the Inter-mountain Veterinary Association and supports their resolution requesting the Secretary of Agriculture to take immediate steps to require that all prohibited sea store meats on vessels operating in foreign commerce be sealed at U. S. ports of entry to prevent introduction of animal diseases from foreign countries.

## President Metcalfe and Other Leaders Attend Farm Meeting

**N**EWLY elected NWGA President Penrose B. Metcalfe left Denver immediately after the NWGA convention to attend a conference of 450 farm leaders called by President John F. Kennedy and Secretary of Agriculture Orville L. Freeman in Washington, January 26. Purpose of the conference was to formulate a uniform farm policy designed to boost farm income. It was a follow-up of an exploratory conference held on January 5 in New York City.

Also representing the sheep industry at the conference were ASPC President Don Clyde, Montana Wool Growers Association Secretary Everett E. Shuey,

and Jim Brown, president of the National Lamb Feeders Association.

Program of the meeting called for oral presentations by these five general nationwide farm organizations: American Farm Bureau Federation, National Grange, National Farmers Union, National Council of Farmer Cooperatives and the National Farmers Organization. In his prepared statement, Herschel Newsom, master of the National Grange, very unequivocally came out for continuation of the National Wool Act. Commodity organizations were invited to submit written state-

ments and also to participate in the discussion period.

In his statement NWGA President Metcalfe called for these measures to aid the sheep industry: an open-end extension of the National Wool Act; a careful look at the structure of lamb marketing from producer to the consumer level, in the retail markets; protection from low-cost-of-production imports of lamb, mutton, wool and wool products; and expanded research by the U. S. Department of Agriculture, land grant colleges and state extension services.



## Dr. DeGraff Urges Thorough Fact-Finding Study of Sheep Industry

Address Delivered by Dr. Herrell DeGraff  
Babcock Professor of Food Economics  
Cornell University  
at 96th Annual NWGA Convention  
Denver, Colorado, January 23, 1961

**P**RESIDENT Josendal, Ladies and Gentlemen:

I don't know whether or not I am happy to be here with you. I would be more sure if I felt I knew more about the sheep business. A year ago, you graciously asked me to meet with you at San Antonio. Because of a snowstorm that grounded a plane at the wrong time, I wasn't able to be there. Truly, I am pleased to have been asked again.

I am vitally interested in the livestock industry — the total of our livestock industry, all of the species. These livestock are the balance wheel of American agriculture, the only means we have to balance the enormous production potential of American agriculture with the capacity of the American people to consume what we raise. If we were to use the production of our agriculture the way the oriental people use theirs, meaning a diet made up mostly of plant products, cereal grains, legume seeds and vegetables, we would have a volume of output in this country that would feed well over 500 million people, and we have a population of 180 million. The only way we can bring the volume of our crop output in line with the consumption capacity of our population is to feed an enormous part of the crop products that we raise to livestock. And we do feed almost three-quarters of the total harvested tonnage of crops produced in this country to livestock, in addition to which we have some 400 million acres of land that is devoted to pasture and range use. And it is through these livestock that we do bring a very close balance between our capacity to produce and the consumption potential of 180 million people. So I hope you will understand that these are the reasons I regard the livestock as so vitally important to the whole American economy.

Within the framework of livestock generally, all the species are important. We have species that are adapted to different conditions—the hogs to one type of circumstance and the cattle and

the sheep to another—and we have to have a proper combination of species, of course, to make the fullest use of the forage and the grazing resources of a country. And very important in this total balance of species is, of course, your sheep industry.

### Wish I Knew More of Industry

I can't help but wish that I knew a great deal more about the industry. I was raised not out in this country but way back in the East, not too far from the Atlantic Coast. It is an area that used to be important in sheep production. You are now having your 96th annual meeting. Back in those early days of your association is when my state was a major sheep producer. Much later when I came along we had a farm flock of ewes on the home farm, and we fed lambs in the winter. That is the extent of my experience with sheep. I was born and raised in that little extension of a corn belt that goes back into the lake plains along Lake Ontario. Farm flocks are still common in the area and there is still some lamb feeding, although not as much as there was when I was on the farm some thirty years ago. I have no experience with the range sheep industry.

I have observed, in looking at such information as I could find before coming here to this meeting, that lamb prices tend to follow beef prices. This is particularly true on a year-to-year basis, not necessarily on a week-to-week basis. But on a year-to-year basis, the price of lambs is much more responsive to the marketings of and the price of beef than it is to any year-to-year variation of the output of lamb. Lamb used to sell higher than beef. Now it is selling lower. I don't know what all the factors are, but I think the sheep industry should know. The industry, I believe, should be studying such questions. We have had very marked improvements in the average quality of the beef supply that is provided to American consumers. This has come about from more fed beef being produced; it has come about from the

elimination of the aged steer from the slaughter receipts; it has come about from the upgrading all along the line to improved quality of the consumer product. I am quite convinced that this has been much less true in terms of the lambs that you are providing to the American consumer. We have had increased consumer demand for beef due, in part, I think, to the improvement in the beef supply—in part, also, to much stronger merchandising being put behind beef than used to be the case—in still further part, to increased consumer income. Yet those same circumstances do not seem to have worked for lamb. As I study the picture, it looks to me as though the consumer demand for lamb has been decreasing while the demand for beef has been growing. Thus there must have been a shift from the circumstances in which lamb sold higher than beef to the present when lamb is selling lower than beef.

The consequence has been a change between the return for your product and the return to the producer for cattle. There may also have been some changes in production costs that have favored cattle relative to sheep. But again, if so, the information is not readily available, and I think this is something also that this industry should be studying.

But since lamb does follow beef in price, the outlook for cattle and beef prices over the next year or two is very important to you in the lamb industry.

I have prepared a rather thoroughgoing analysis of the cattle supply picture and the price outlook over the next couple of years which will be reported in detail later this week at Salt Lake City. To review this briefly, the whole outlook, pricewise, is now much improved compared to what we thought it was only a few months ago. The change has come about mainly because we have new information on cattle numbers. Whereas, following the annual USDA inventories of cattle numbers, it looked as though we were heading into a time when beef supplies would markedly increase and the cattle inven-



tory would still continue to go up, the newer information now available from the census reveals that the cattle inventories have been overstated.

I don't want to get into the detail on this particular point, but you all, I am sure, are aware that we have the annual livestock inventory estimates as prepared by the U. S. Department of Agriculture. Then, every five years, we have a new agricultural census which provides us with a new bench mark against which to correct the inventory estimates and determine a little bit more clearly what the livestock numbers really are. A new census of this kind was taken in the fall of 1959. Early in the fall of 1960, the figures from that new census began to come in, state by state. At the present time, we have the figures from 43 of the 48 continental states. The census figures indicate a total number of cattle on farms, as of the census date in the fall of 1959, of something like 8 million head fewer than the U. S. Department of Agriculture's inventory estimates had indicated. Now the actual difference is not as great as 8 million. Certain corrections need to be made in that gross figure. Even after making the corrections, it now looks as though the cattle inventory, as of January 1, 1960, wasn't 101.5 million as the USDA estimated, but was something nearer to 97 million head.

#### Reduction Means Big Difference

How can a reduction in the inventory of 4 million make as much difference as I have just indicated? In a number of ways actually. First, this is not merely a gross correction in the total number of cattle. The inventory estimates had also overstated the number of cows by perhaps 2 million head. If that is true, the erroneous figures on cow numbers overstated the calf crop. It now appears that the 1960 calf crop estimates will have to be corrected by perhaps a million-and-a-half head.

The changed inventory or census numbers do not change the slaughter figures. These figures are separately determined. So if we take the 1960 slaughter out of the revised numbers of cattle for 1960, it looks as though the increase in cattle numbers on farms this last year was less than 2 million head—whereas, until very recently, the estimates of increase were about 3.5 million head.

Projecting the figures to cover the next two years, it looks to me as though we will have very moderate increases in beef production per capita in 1961 and 1962—maybe an increase of about a pound and a half per year. That is not enough to cause a break in the cattle market of any serious proportion

unless, of course, we should have drought or other catastrophes that would force liquidation or some form of bunched marketings. But barring such catastrophes, my guess is that now there will be only moderate increases in per capita beef production in the next two years and that the cattle inventory will come into balance with slaughter and consumption at numbers only moderately above the present level.

This is a very changed picture from what we thought was shaping up for rapid increases in total cattle numbers, for rapid increases in slaughter, for a marked increase in the per capita supply of beef, and for correspondingly lower cattle prices. I am much more optimistic about the cattle outlook for the next two or three years than I was a few months ago, before the extent of the revision in the inventory estimates became available to us. This I look upon, and I am sure you would, as something that is relatively favorable for the lamb industry for the couple of years ahead, because if we are not going to have the decrease in cattle prices to the degree that had been forecast, then that will be a relatively favorable circumstance for the lamb industry in the sense that your prices will not have to go down parallel to decreasing cattle prices as much as we had earlier thought.

So much for that. I would like to turn to a discussion of some of the problems of your industry as I see them out of my very large sphere of ignorance about the sheep business. Surely your industry has problems. I don't know of anyone who doesn't agree with that statement. The problems seem to me to be most serious in the unfenced range areas. I think they are least serious in the native states, in the farm flock type of production, such as I know back in my own community. Probably the fenced range areas fall in between these two conditions.

The problem can be stated very simply. It is too little return against too much cost. Basically, as I look at your range sheep area compared to the farm flocks back home, it looks to me as though the lamb crop is too small. The lamb crop in this area is a little on the under side of 100 per cent lambs relative to ewes, whereas, back in our area, we expect 140 to 150 per cent. We don't get quite as much wool or as good a quality of wool as you do, but it looks to me as though your range sheep areas, on the basis of this year, are producing about \$17.50 or \$18.00 gross per ewe and, back in our country, we expect \$10 more than that. The \$10 makes quite a difference—because some of my neighbors are increasing their farm flocks of ewes, whereas out here, I

notice that quite a few people are beginning to say that it is not a very good business. Some producers in any area, back in my own or out here in yours, are always doing better than others.

But even so, there certainly is general agreement that the whole industry is in trouble.

#### I Don't Have the Answers

As I have tried to say about half a dozen times so that I will not be misunderstood, I don't have the answers: I only have some questions. And I would like now to raise a few questions in the hope that they may be significant questions and that they may, in some manner, contribute helpfully to your thinking about your industry's problems. I have broken down the points that I would like to discuss to certain comments on live marketing, on slaughter marketing, on retail distribution, on imports, and the like.

With respect to live marketing, we have regional differences, to be sure, but I am impressed with the very large proportion of the annual lamb crop that is weaned and sorted and moved in a very short period of time. This bunches the marketings from the range country to a very short season—some of the lambs going to slaughter as fats, some going as feeders. Then I can't help but be impressed by how few buyers there are who handle a very large part of this lamb crop. The small number of buyers might be good for feeders, possibly for the packers, who, in consequence of the small number of buyers, don't have to contact more than a handful of people to line up supply. But I wonder if this system of relatively few buyers operating throughout the range country is good for the producer. Of course, my question is whether there is enough competition in bidding for those lambs to assure that the producer gets the full value for them. I simply don't know. I know only that there are fewer lamb buyers than there are cattle buyers, local differences taken into account. But I don't know enough about the business to know how strong the competition is. I do know that back home we have two very successful lamb pools, one in the county next to my own and one a few counties away. Those lamb pools have been successful, and I am sure that our producers wouldn't want to do without them. I don't know whether lamb pools would be good for you or whether some system of board-auctions (where the animals would be inspected out on the ranch where they are raised but where the bidding would be competitive at a central point) could be operated under the auspices of your local or state associations. I rather

*(Continued on page 38)*

# Can Sagging 60's Become Soaring 60's?

**Address of Harold Josendal  
before the 96th annual NWGA  
Convention, Denver, Colorado  
January 23, 1961**

I want to welcome all of you—wool-growers and families, and allied interests to this convention. I particularly want to extend a welcome to the new associate members of this Association from states to the east.

The big question all of us in this convention are asking is "Can the sagging sixties become the soaring sixties for the sheep industry?" What economic forces will be necessary? What must be done by government? What can we do ourselves to improve our position?

First, it is fundamental that the national economy be healthy with a large and well paid labor force. In terms of either minutes of labor spent or per cent of national spendable income the American consumer is annually spending less on our end products. For many years, 8.2 per cent of spendable income was spent for clothing. Now that is down to 6.7 per cent. Up to 6 per cent of spendable income was once spent on meats. Last year that was down to 4.6 per cent. In red meat the consumer is getting the biggest nutritional bargain available today. Our job is to supply an increasing population with a constantly improved product.

It is particularly important to our industry that growth in the economy is not accomplished by runaway inflation. All of agriculture has suffered the effects of inflation the past 20 years with a rise in production costs occurring simultaneously with a reduction in producers' share of the consumer dollar. This has been particularly true of lamb because of our comparatively low volume. Costs of transportation, processing and retailing have risen over the years so that the trend has been for the producer to receive a smaller proportion of the retail dollar. In this connection we particularly want to commend those retailers who have made a real effort in the past months to reduce their margins on lamb, thereby moving an increased quantity at attractive prices to the housewife, with a proportionately larger share to the producer.

What actions must government take to secure a supply of American wool and lamb—essential to both defense and the economy? There is no one quick and

easy answer. A combination of action is necessary.

First, both we in the industry and government must recognize that the American market is our market. The only place we can sell wool is to the American manufacturer. He is fast becoming a casualty to our national import policy. If imports of manufactured and semi-manufactured wool products continue to increase at the same rate as in the past three years, by 1967 we will be importing all wool used in this country as finished and semi-finished goods. There will be no American wool manufacturer and there will be no market for American produced wool.

I have mentioned wool, but the same trend is evident in the imports of all textile products. The textile industry is so interrelated that it is a common problem of all fiber producers, mills, garment makers and labor. Certainly we as wool growers join with the rest of the textile industry in seeking immediate, effective control of imports by categories and by country.

## **Lamb Imports Also Problem**

Imports are a problem of more than just the wool side of our business. In 1959 the American public consumed \$821,000,000 in total sheep industry products. In the same year total imports of products of the industry were valued at \$323,900,000.

The imports of lamb are continuing to climb. In 1959 we imported 9 million pounds of lamb. In 1960 this passed 12 million pounds. This is small compared to our total production of lamb, but it has exerted an undue depressing influence on our market by lower pricing, poor distribution, and sometimes, because of handling methods, presenting a poor product to our consumers.

We simply cannot compete with the offering price of imported lamb. The distribution of imported lamb has largely been by brokers selling in markets of already high consumption. Many retail stores have refused to handle the imported product. We certainly want to express our appreciation to those stores for that policy and hope they continue to sell only fresh American lamb.

We have seen mutton imports rise in the past two years to a volume greater than domestic production. At the same time prices of slaughter ewes have dropped at times to a point so low that those with a long distance to market could not

pay the shipping costs and net a return to the grower. The price of these imports of boned mutton has been low enough to put added pressure on a sinking market which has been the straw that breaks the camel's back for the old ewe market. The market was sinking because of the effects of increased boning and processing costs, decreasing pelt and skin values, and a demand for leaner meat for manufacturing meat. One hundred pounds of live weight of cutter and canner ewes now yields only 25 pounds of boned, lean mutton. These trends, coupled with imports, broke the old ewe market.

You are all familiar with the Tariff Commission decision that producers of lamb and mutton are not technically eligible for protection under the escape clause provisions of the Reciprocal Trade Agreements Act.

The escape clause provisions have been equally ineffective for many other industries. Out of 88 cases seeking protection before the Commission only 32 have received recommendation for increased duties or quotas. Of these only three have been recommended by the President without change. Obviously, if Congress wishes to save many American industries from ruinous import competition, it must regain its historic tariff-writing and treaty-approving powers. It can restore the policy of the many years in which it directly spelled out tariffs and quotas. Or Congress can write unmistakable escape clause provisions in the Reciprocal Trade Agreements Act with all recommendations of the Commission to be referred to Congress for approval or disapproval.

## **National Wool Act, a Must**

Another action which we must seek from Congress is the renewal of the National Wool Act. While a subsidy is not particularly palatable to us as individuals, we recognize the National Wool Act as having been an effective agricultural program to increase production of wool for defense. It is a means of staying in business, paid for out of tariff receipts on wool and wool products. We urge the renewal of the act, including section 708, the self-help part.

It is the only agricultural program that permits producers to authorize a part of a payment to help themselves by promotion and advertising of pro-

*(Continued on page 31)*

# The State of Association Finances

**Report of Edwin E. Marsh  
at 96th annual NWGA convention  
Denver, Colorado, January 23, 1961**

**I**T was Mark Anthony who said,

"I am no orator, as Brutus is,  
For I have neither wit, nor worth,  
nor words,  
Action, nor utterance, nor the power  
of speech  
To stir men's blood; I only speak right  
on."

Well, like Mark Anthony, I don't expect to stir your blood today, especially with a financial report. There is not too much you can do with it. It is not the type of material that raises an audience to the heights. However, I might engender a little enthusiasm by telling you that as of this morning 96.4 per cent of the budget assigned to our state associations is paid. That to me is very encouraging, especially in view of the discouragement and depressed condition of the industry during the past year.

I might thrill you just a little if I tell you that all of our state associations except one, as of this moment, have met their quotas to the National in full. And I think I am safe in saying that the one association which hasn't as yet made it in full is partially paid and can be excused because that state still has a considerable volume of wool unsold and on which dues have not been collected.

## Treasury Still Solvent

Despite unusual expenditures this past year our treasury is still solvent. In round figures our fiscal year ended on October 31, 1960, with \$41,000 in our regular bank account, almost \$19,000 in our reserve accounts, and almost \$12,000 in U. S. Treasury notes. When I tell you that we have cash on hand, I hasten to add that this cash will have to be used in the months ahead to pay our bills. Furthermore, with what appears to be a pretentious program ahead of us, especially in Washington, D. C., on the Wool Act extension and tariff problems, the expenses could mount up fast.

At the close of our fiscal year on October 31, receipts totaled \$70,468.33, as compared to disbursement of \$64,226.86. The receipts included \$51,633.50 in payments from state associations on fiscal year quotas; \$17,006.00 payments

received during the year from state associations on previous year's quotas; \$1,487.87 interest on U. S. Treasury notes; \$339.16 refund to our retirement trust fund occasioned by an employee who left the Association; and even a miscellaneous income item of \$1.80. In addition to this income making up our receipts of slightly over \$70,000, the 1960 National Ram Sale earned \$2,958.72, which was added to our reserve funds. Ram sale earnings this year were considerably below normal due to low ram prices. That was to be expected. It was characteristic of practically all ram sales this year.

The \$64,226.86 in disbursements was as follows:

Cost of operating the Salt Lake office, including salaries	\$48,750.11
Organization and convention expenses	2,672.87
Washington expenses	4,001.05
Freight rate and traffic work of Charles E. Blaine & Son	3,824.87
Expenses of American Wool Council directors attending Wool Bureau meetings in New York City	1,673.90
(Approximately half of this was to cover expenses of the previous fiscal year)	
Sheep disease and vibriosis committee expenses	312.18
Payments to two tariff organizations, The Nation-Wide Committee on Import-Export Policy, and the Trade Relations Council of the U. S., a total of	1,700.00
Public relations expenses	272.71
Lamb marketing, including expenses of our lamb committee	1,050.61
Expenses of legislative committee, which is composed of the president and the five vice presidents	593.39
Wool marketing expenses	66.48

\$22,308.69 was paid by the Association to the publishing company for subscriptions to the National Wool Grower magazine in accordance with postal regulations.

In addition to these disbursements of a little over \$64,000, there was spent

from the reserve funds on the lamb and mutton import investigation before the U. S. Tariff Commission a total of \$10,425.77.

One new development during 1960 which is highly pleasing is this: Three state organizations in the farm flock area have joined our association on an affiliate basis. This they were able to do through the revision adopted in our constitution at the convention a year ago. These associations are not at this time able to join on the basis of a full-fledged membership, but through minimum dues payments of \$100 per year they are able to affiliate with us. We are able to state their affiliation when we go to Washington on legislative matters, and it is mutually beneficial to them and to us. These three new states have six senators and 26 congressmen in Washington so this does enable us to widen our sphere of influence. This is the beginning of a widening of the membership and sphere of activity of your National Wool Growers Association.

## 1961 Expenses Will Be High

I have already mentioned briefly that 1961 will be a busy year. The work on the National Wool Act alone, depending on developments in Washington in the coming months, could mean not only a great deal of work but expenditure of considerable additional funds to get this Act extended. And from letters that we are receiving in our office I would say that at least 99 per cent of the growers feel that the act must be extended if we are to maintain a sheep industry in the United States. This effort alone could be a considerable strain on our budget and will no doubt entail additional expense, especially if additional help has to be employed to get the job done.

Well, folks, that's about the story. That's the financial picture. I want to express my deep appreciation for the fine financial support given to us by our state organizations. That's the mainstay of our existence, and I don't want to close this report without expressing once again the pleasure it is to work with some very wonderful people—you who are engaged in one of the oldest industries in the world—an industry that has survived many adversities and has stood the test of time. I say it will continue to do so. Thank you.





The winners in the Make It Yourself With Wool finals are, l. to r.: Mrs. James Geary, Monrovia, California, fashion award winner; Judy Lynn Peterson, Firth, Idaho, second prize senior; Mrs. Robert Joder, Pomeroy, Washington, grand prize senior; Kathy Treat, Wooster, Ohio, second prize junior, and Mary Ethel Britton, El Paso, Texas, grand prize junior.

### MIYWW Finals

## National Prize Winners Named

**B**EVERLY Ann Joder, wife of Robert M. Joder, U. S. Forest Service, Pomeroy, Washington, and mother of a two-year-old "red-headed" boy, captured the grand first prize, a two-week trip to Europe, via Pan-American Jet clipper, and a \$1,000 college tuition scholarship from Woolite, Incorporated—for the excellence of her craftsmanship and fashion detail on her burgundy red wool ensemble, entered in the 14th annual Make It Yourself With Wool home sewing contest finals held January 23 in Denver, Colorado. Mrs. Joder was also awarded a Slant-O-Matic Singer sewing machine and a fitted purse sewing kit by Coats & Clark, Inc.

Mrs. Joder's garment, made of American-loomed 100 per cent wool, was

judged best of 7,250 dresses, suits, or ensembles from 21 states. Forty-two state prize winners modeled their garments at the national event, co-sponsored by the Women's Auxiliary to the National Wool Growers Association and the American Wool Council.

The exquisite detail of Beverly's burgundy red wool ensemble of Forstman wool, fashioned from a Vogue Paris Original by Nina Ricci, undoubtedly influenced the judges in her favor. The dress, a sheath with scooped neckline and above-the-elbow length sleeves, is completely lined. Seams are finished with black lace, creating a luxurious effect. Wide black lace covers the lining hem. Her short jacket has an away-from-the-neckline notched collar,

below-elbow sleeves, and a self-covered button. Beverly chose a white fur mousse cloche with burgundy red velvet trim, long black kid gloves, black kid shoes and gold and pearl costume jewelry to complete her prize-winning costume.

Junior grand prize winner was 15-year-old Mary Ethel Britton, high school sophomore daughter of Mr. and Mrs. William E. Britton of El Paso, Texas. Mary Ethel will share the European "Designer's Tour" which will include visits to fashion centers in New York, London, Paris and Rome. The trip is scheduled for "next summer, after school is out." Mary Ethel also won a Slant-O-Matic sewing machine from Singer Sewing Machine Company, a \$100 U. S. Savings Bond from Burlington Retail Fabrics Company and a Tudor Sewing Kit from Coats & Clark, Inc.

Helene H. Geary of Monrovia, California, wife of James L. Geary, and mother of Jimmie, Jr., another two-year-old whose mother likes to sew, won the John B. Clark Fashion Award, a \$500 scholarship from Coats & Clark, Inc. for the most fashionable garment in the home-sewing finals.

Judy Lynn Peterson, Firth, Idaho, and a Sophomore at Idaho State College, was awarded the senior second prize—a \$1,000 college tuition scholarship from Woolite, Incorporated.

### Other Top Winners

Other top winners were: Kathy Treat of Wooster, Ohio, second prize junior, a \$300 college tuition scholarship from Pendleton Woolen Mills; Georgia Asher of Cheyenne, Wyoming, third prize senior, a \$100 U. S. Savings Bond from Standard Felt Company; Maria Alta Meyers, Vancouver, Washington, third prize junior, a \$100 U. S. Savings Bond from Dorman Mills; Maebeth Waughtal, Fulton, Missouri, (Mrs. Dennis Waughtal), fourth prize senior, a \$100 U. S. Savings Bond from Producers Livestock Marketing Association; Judi Miller of Humboldt, Iowa, fourth prize junior, a \$100 U. S. Savings Bond from Homestead Woolen Mills, Inc.

One more coveted award—a \$500 tuition scholarship to Colorado Woman's College—remains to be determined, because it is based upon the applicant's scholastic record. Runners-up received wool fabric lengths from Lebanon Woolen Mills.

The wool garments were judged for construction, workmanship, and fashion, by: Miss Frances Watts, assistant professor of clothing, Colorado State University; Mrs. Lucille Fee, director of homemaking, state of Colorado; Mrs. Ann Eiland, professor of clothing at Colorado State College; Paul Felix, director of sales, Denver Dry Goods Company; Miss Gretchen Weber, fash-

ion editor of the Denver Post; Mrs. Emma Rogness, home economist for Pendleton Woolen Mills, Portland, Oregon; Mrs. Joan Frye Harriman, national educational director for Coats & Clark, Inc., New York City; and Miss Marian Ross, national fashion director for the Singer Sewing Machine Company, New York City.

Contestants' travel expenses were paid by F. W. Woolworth Company.

### Weighty Decision

Mrs. Joder will have a weighty decision to make—shall she fly to Europe and leave the baby with his dad and grandmother, or surrender her trip to another high-ranking contestant? She has expressed a desire to return to college and get her degree in order that she may teach home economics to high school students. But Beverly claims she didn't intend to be a top winner—she “just wanted to make a really nice wool outfit—one that I would wear because I had taken time to make it nicely.”

Winning was not quick nor easy for Beverly. She entered the contest for five consecutive years, and her first year competed in Wyoming state finals, winning honorable mention. Her second year she captured third prize in Wyoming finals, and the third year, second prize. Her fourth year, as an Oregon contestant, she took third prize in the Oregon state finals. This year she climbed to grand prize in the Oregon state finals—and was more surprised than anybody when she soared to senior grand prize standing in the national contest.

### Junior Winner

Mary Britton of El Paso, Texas, youngest of the winning contestants, but top winner in the junior division, is a veteran seamstress. She started making doll clothes at the ripe old age of three, and made aprons and simple frocks for herself by her eighth birthday. Mary's mother, Mrs. William Britton, is a 4-H leader, and Mary has been active in 4-H sewing for six years. Her current hobby is doing monogramming on her mother's Singer Slant-O-Matic, for her married relatives. Mary enjoys schoolwork—especially mathematics—and hopes to go to Texas Western College and major in fashion design when she finishes high school. She plays the saxophone in the senior band, and for fun, swims.

### Fashion Award Winner

Mrs. Geary, fashion award winner, from Monrovia, California, started working on her mother's sewing machine when she was eight, because she wanted more doll clothes. In seventh grade she made most of her own school

dress. She credits a high school instructor, Mrs. Orabelle Theurich, who retired this year from John Muir High School in Pasadena, with teaching her “just about everything I know about sewing.” Still interested in a sewing and designing career, Helene took two classes last year at Los Angeles Trade Technical School—one in pattern grading and one in drafting, and this year is taking draping. Helene's husband is a cement contractor. Their son, Jimmy Lee, is also interested in the sewing machine, mother admits, but it's not a very constructive interest.

### Second Prize Winners

Judy Peterson, senior second prize winner, of Firth, Idaho, entered a moss green sheath dress of loose twill. An arresting color harmony is created by yarns spun from blue greens, bronzes, and yellow greens, blended to achieve an enchanting wool texture newer than tomorrow. The dress features a jewelry neckline, fitted bodice and three-quarter raglan sleeves, top-stitched at the seams. The skirt is an eased sheath with self-belt.

Kathy Treat of Wooster, O., second prize winner in the junior division, is a 17-year-old Wooster High School senior. She made a brown and black plaid basketweave fall coat, using a Vogue pattern, and Coats and Clark thread. Trimmed it with black mohair braid. Featuring a generous collar, and three-quarter length sleeves, the coat is trimmed with black mohair braid.



Winning the top senior award was Mrs. Robert Joder, Pomeroy, Washington (an Oregon contestant.)

## Schmitt Resigns Wool Bureau Post

THE resignation of Max F. Schmitt as president of the Wool Bureau, Inc., was announced by Dr. J. G. van der Wath, chairman of the board of directors on January 3, 1961. In announcing Mr. Schmitt's resignation, Dr. van der Wath said: “We accept with regret Mr. Schmitt's decision to resign as of the end of 1960. We wish him success in his future plans.”

Mr. Schmitt joined the Wool Bureau as president in 1954. He will join the Business Mail Foundation as executive director becoming that organization's first full-time executive officer.

Dr. van der Wath said that the board has no immediate plans to replace Mr. Schmitt. In the interim the management, operations and program of the Wool Bureau will be the joint responsibility of Dr. Gerald Laxer, director of science and technology, and Felix J. Colangelo, secretary-treasurer.

Dr. Laxer and Mr. Colangelo will be assisted by an advisory group consisting of Miss Ruth Jackendoff, director of economics and statistics, and Richard M. Detwiler, director of publicity. The Wool Bureau's promotion and technical programs are closely guided by the results of economic surveys and analyses of wool's important markets.

## Texans Form Import Policy Council

REPRESENTATIVES of industries which are being injured by foreign imports unanimously agreed at a meeting in Fort Worth, Texas, December 12, to set up the Texas Import Policy Council. General purpose of the council will be to study import problems as they arise and suggest joint action for their solution. J. B. McCord, sheepman of Coleman, was elected temporary chairman.

Attending the conference were representatives of the Texas Sheep and Goat Raisers Association; Texas and Southwestern Cattle Raisers Association; Monarch Tile Manufacturing Inc.; Acme Brick Company; Clay Products Association of the Southwest; Tile Council of America; Texas Ceramic Tile Contractors Association; First National Bank of Fort Worth; Federal Intermediate Credit Bank of Houston; Texas Independent Producers and Royalty Owners Association; East Texas Oil and Gas Association; Lone Star Steel Company; and Texaramics Inc.



New officers of the auxiliary are, l. to r.: Mrs. John Aleman, historian; Mrs. Emory Smith, secretary-treasurer; Mrs. S. M. Harvick, auditor; Mrs. Herbert Corn, second vice president; Mrs. S. M. Ercanbrack, president, and Mrs. Roy Laird, first vice-president.



Outgoing auxiliary president, Mrs. O. T. Evans, congratulates Mrs. S. M. Ercanbrack as she assumes her new duties as president.

## "Accomplishment" Keynotes Auxiliary Convention

By: MRS. FRANK ELLIS  
Auxiliary Press Correspondent

**ACCOMPLISHMENT**—the keynote of our 1961 auxiliary convention in Denver:

A petition from Kansas, with an auxiliary membership of 23 has been accepted, bringing our total to 23 participating states.

Lamb promotion has become more and more successful. Informative material from the ASPC is available in the form of recipes and pamphlets. New and exciting ideas from all the states were also exchanged. (See auxiliary lamb promotion page for more details.)

One morning Mr. Russell Willis of San Angelo, Texas, manager of the Miss Wool contest, held a question and answer session regarding choice of contestants, prizes awarded and clothes to be chosen. Miss Wool receives more and more recognition throughout the country each year, with states having more girls in the preliminary contests and better finalists. This promotion receives wonderful publicity, which, after all is what we are here for. Miss Wool of 1960, Patti Jo Shaw of Montana, appeared at several events during the convention and modeled some dresses from her wonderful wool wardrobe in the Make It Yourself With Wool fashion show.

Dearest to the heart of the Auxiliary, the Make It Yourself With Wool contest was a huge success this year. Forty-

four lovely girls had five days of fun and excitement in Denver, reaching a climax at the fashion show on Monday evening. The ballroom of the Brown Palace West was packed with proud wool growers, their friends and families, and the Denver public turned out in great numbers to see what can be done with wool in all colors and textures.

Highlight for the ladies attending the convention was the Colorado hostess luncheon held at the modern new Denver-Hilton Hotel. Corsages of Colorado carnations centered the tables, and Molly Lee Beresford, talented Denver



Mrs. Marshall Hughes, Outgoing Colorado Auxiliary President

entertainer, gave a musical book report of The Sound of Music, story of the Trapp Family Singers, using portions of the Rogers and Hammerstein musical score. Installation of new officers was also held at the luncheon with Mrs. S. M. Ercanbrack, Provo, Utah, as president, Mrs. Roy Laird of Dubois, Idaho, first vice president, Mrs. Herbert Corn, Roswell, New Mexico, second vice president, Mrs. Emory Smith, Salt Lake City, Utah, secretary-treasurer, Mrs. S. M. Harvick, Ozona, Texas, auditor, and Mrs. John Aleman, Buckeye, Arizona, historian. Mrs. O. T. Evans, outgoing president, presented the gavel to Mrs. Ercanbrack, who in turn introduced her new officers. Mrs. Delbert Chipman, past president, honored Mrs. Evans with a past presidents' pin and read an original tribute in verse dedicated to Mrs. Evans.

National officers, presidents and contest directors were entertained at breakfast by Coats and Clark and Singer Sewing Machine Company, and at luncheons by the American Wool Council and F. W. Woolworth Company. Following one of the breakfasts Mrs. Emma Rogness of Pendleton Woolen Mills spoke on fabrics and fashions and stressed the necessity of the girls choosing their pattern and material at the same time. She also told of exciting new "plus features" that are being added to wool. These include washa-



bility, crease resistance, spot resistance and waterproofing.

The banquet and dance, along with fabulous entertainment by Jerry and Willie of Denver's Beacon Supper Club, put all the members in a joyous mood, and people were seen wandering and visiting long into the night.

Wednesday saw the meetings end and good friends saying goodbye until next year.

Our sincere thanks go to the Colorado Women's Auxiliary and to Mrs. Marshall Hughes for their hospitality—without them there could have been no auxiliary convention. Invite us back to the Mile High City again soon!

## Auxiliary President Addresses NWGA Convention

Address of Mrs. O. T. Evans  
96th Annual NWGA Convention  
Denver, Colorado, January 23, 1961

**M**R. Josendal, Mr. Marsh, ladies and gentlemen: It is a privilege to bring to you a report of the activities of the Women's Auxiliary in the promotion of wool and lamb.

It has been said that "Men build the roads and women teach children to walk on them." That is the role the women of the auxiliary play in the sheep industry. Accomplishment depends greatly on one's mental attitude. It's like the drunk going down the street, taking one step on the sidewalk and the other step in the gutter. When he was asked, "Why are you walking like that—one step on the walk and one in the gutter?" the drunk said, "Oh, I thought I was crippled." We believe in lifting the other foot up on the sidewalk by working under the motto—"Enthusiasm for Success."

There are over 400 women working as chairmen in our three promotions, in the 22 states. We have been establishing a uniform system of organization in the states, so that we can rapidly extend our projects into all the states and insure reliable operation. This is necessary because we are having inquiries from most of the remaining states about taking part in the auxiliary program. Also, this past year, we have incorporated the auxiliary as a means of protection for the women working with the girls.

In the Make It Yourself With Wool sewing contest, which we have conducted for 14 years, we show and tell the

## Colorado Auxiliary Officers



**C**OLORADO auxiliary officers responsible for the success of the National Wool Growers Auxiliary convention are shown in the photographs above: First photograph, l. to r.: Mrs. Nick Theos, Meeker, president, and Mrs. George Sturgeon, Meeker, state contest director.

Second photograph, l. to r.: Mrs. Orville Mahaffey, Grand Valley, first vice president, and Mrs. Bert Rosenlund, Meeker, secretary-treasurer.

With Mrs. Marshall Hughes (pictured on the opposite page), outgoing auxiliary president and chairman of the convention arrangements, they made the auxiliary meeting a most successful and enjoyable one.

superior qualities of wool through use. We've seen thousands of girls convinced of the superiority of 100 per cent wool, so that they will always sew with, and buy, the natural fiber. They learn firsthand what an elegant garment it makes, how it is so easy to fashion and looks good as long as they wear it. They not only learn this about wool, but they tell their friends and every time the word "Wool" is spoken, it is good publicity. In 1960, we enlarged the scope of the contest by including an adult division in 14 states and adding an active sportswear ensemble. Oklahoma has conducted the contest for its first year and will have two girls appearing in the style show this evening. An auxiliary has been organized in Kansas and are starting work in 1961. We feel, and have seen evidence, that this promotion is one of the most effective methods of selling wool to the public.

Some of the outstanding things done in the Make It Yourself With Wool contest in the various states in 1960, were:

Montana held six "coke party" educational meetings on wool. South Dakota had wool exhibits in store windows throughout the Black Hills tourist area. Arizona served donated lamb to 350 persons to raise money for prizes in their adult contest. A wool booth at

the fair in Nevada won the best exhibit prize and was viewed by 40,000 people. The second largest department store in Minnesota made a full floor display of woolen yard goods for a month and featured woollens in their style show with TV coverage. Oregon gave their style shows in wool at the lamb shows throughout their state. Oklahoma's wool style shows were televised statewide. Idaho gave wool sweaters to 54 Miss America contestants in Atlantic City. Ohio had a wool fashion show at the Ohio State Fair. Texas had over 1,432 column inches of publicity in newspapers on wool.

The auxiliary women enjoyed participating in the Miss Wool contest and after their candidates returned from the national judging in Texas, they got attention and publicity for wool by presenting their state Miss Wool at large events such as parades and fashion shows. This promotion lends glamour to wool by showing it and attracting attention to it being worn on a beautiful model. This Miss Wool contest is conducted in a dignified manner, sponsoring only the type girls who will give prestige to the contest and to wool. In Wyoming Miss Wool was presented in four parades and in several fashion shows. Colorado also had a full sched-

(Continued on page 43)



Auxiliary lamb promotion chairmen, front row, l. to r.: Mrs. Floyd McMullan, Big Lake, Texas; Mrs. E. E. Karinen, Fruitdale, South Dakota; Mrs. Al Egle, Yakima, Washington; Miss Grace Norden, Minneapolis, Minnesota; Mrs. W. B. Hughes, Jr., Janesville, Wisconsin. Second row: Mrs. James L. Moore, Goodland, Kansas; Mrs. Eddie Zaloudek, Kremlin, Oklahoma; Mrs. Kenneth Graham, Gilman, Iowa. Third row: Mrs. Floyd Baalhorn, Steamboat Springs, Colorado; Mrs. Lowell Hargis, Higby, Missouri; Mrs. B. H. Robison, Ely, Nevada; Mrs. Allan Adams, Logan, Utah; Mrs. Stanford Smith, Thermopolis, Wyoming. Fourth row: Mrs. Roy Laird, Dubois, Idaho; Mrs. A. D. Jones, Roswell, New Mexico; Mrs. Delbert Chipman, American Fork, Utah; Mrs. Henry Evans, Bishop, California; Mrs. Cletus Hanlon, Morrill, Nebraska. Fifth row: Mrs. Nick Theos, Meeker, Colorado; Mrs. Dorothy Woodworth, Eugene, Oregon; Mrs. John Aleman, Buckeye, Arizona.

## Auxiliary Lamb Promotion Highlights

**L**AMB promotion chairmen were real busy people at the national convention at Denver. There was a general lamb session on Monday afternoon. At this meeting President Faye Evans presided and turned the meeting over to Lamb Chairman Mrs. Delbert Chipman. It was a very representative group of state lamb promotion chairmen and presidents of the states, with other national and state officers. This session was given over to general discussions of ways to improve the lamb promotion program.

Mrs. Chipman centered her instructions around the six necessary points if the program is to be successful:

- Know the program
- Be enthusiastic
- Solicit cooperation
- Plan ahead
- Be equipped
- Be willing to give the necessary time it requires.

Many helpful suggestions were given by this enthusiastic group. Outstanding reports were handed in by the states.

The lamb scrapbook from each state was on display. They were both beautiful and informative. Mrs. Evadna Hammersley, consumer's service director of ASPC, was present and explained the helpful promotion material contained in a kit which had been especially prepared by her. A very helpful kit was also a contribution from the National Live Stock and Meat Board in the form of several booklets and pamphlets which are especially designed for auxiliary work.

Swift and Company and Armour and Company also made a contribution with helpful materials. These materials were greatly appreciated by the auxiliary.

An attractive new handbook of facts and everyday helps was also distributed. These were printed especially for lamb promotion by Mrs. Chipman. There are a few handbooks left. If needed, please write national chairman.

One of the highlights of the convention for lamb promotion was the special lamb dinner. This was held in the Brown Palace. It was in the form of

a get-acquainted affair. Here many interesting experiences were given by the women, along with discussions of ways and means to more effectively create a desire for lamb. At this dinner there was a very friendly atmosphere created by these lovely ladies as they related many of their experiences in lamb promotion work. They are enthusiastic about their responsibility and expressed many fine words of praise for this outstanding event.

As the convention came to a close it was very evident by the enthusiasm of these busy women that lamb promotion during the coming year will be even more successful.

## House Group Calls for Stricter Anti-Trust Enforcement

**F**OLLOWING an investigation into the problems of the food industry, the House Small Business subcommittee has issued a majority report calling for a strong pep-up in anti-trust enforcement and sweeping legislative changes in the food industry. The majority report concluded that there is a tendency to "concentration of economic power, collusive price action and unfair competitive policies, practices and methods which, if continued unchecked, will preclude the maintenance of fair competitive conditions and also threaten the growth and survival of small business in the food industry. The subcommittee recommended the following changes to end this concentration of power:

1. The Department of Justice, the Federal Trade Commission, and the Packers and Stockyard Act must be strengthened.

2. USDA must make greater use of officials who have enthusiasm for vigorous enforcement of the Packers and Stockyards Act.

3. The Anti-Trust Division of the Justice Department must make the fullest use of provisions of the Sherman Act.

4. Congress should continue the investigation of the food industry.

5. The Federal Trade Commission Act should be strengthened against below-cost sales and sales at unreasonably low prices.

6. Strengthen laws to ban retailing by meat processors or other food manufacturers where integration would lessen competition.

7. Provide for faster enforcement of the Anti-Merger Law.

# The Medium or Brown Stomach Worm

## Third of a Series of Articles on Internal Parasites of Sheep

By: GRANT I. WILSON, B.S., M.S.

Beltsville Parasitological Laboratory, ADP, ARS, Beltsville, Md.

THE medium or brown stomach worms are among the most common internal parasites of domestic ruminants. These worms are hairlike, about half an inch long and pale brown. They live in close contact with the lining of the fourth stomach and are not readily visible to the unaided eye. However, they can be seen when suspended in clear water in a transparent glass dish held over a dark background. The mature worms are readily distinguishable from those of other stomach worms by their size and color. The different species of medium stomach worms, however, can only be distinguished from one another by microscopic examination of the mature male worms.

Four of the five species of medium stomach worms that attack sheep in the United States belong to the genus *Ostertagia*, a name given to these parasites by Dr. B. H. Ransom of the United States Department of Agriculture in 1907, in honor of the German parasitologist, Dr. R. Ostertag. *Ostertagia circumcincta* (Fig. 1.) is the most important member of the group from sheep in the United States and, except for *O. ostertagi* commonly found in cattle, is the only species of medium stomach worms that has been subjected to relatively thorough investigation.

### Life History

The life history of medium stomach worms is direct and is similar to that of the large stomach worm (see preceding article of this series). Infective larvae develop from eggs passed in the feces of infected sheep in five to seven days under favorable conditions of temperature and moisture. They will develop to infectivity at 42° F. and will remain infective after exposure to freezing temperatures for several months. The parasitic portion of the life cycle differs from that of the large stomach worm in that the infective larvae burrow into the lining of the fourth stomach, where they undergo further development, molt, and normally return to the stomach cavity after seven to ten days, where they develop to egg-laying maturity. The first eggs appear in the feces about 18 days after infection.

### The Disease—Ostertagiasis

The penetration of the infective larvae into the lining of the fourth

stomach causes irritation and inflammation of the mucosa. Whitish elevations and small hemorrhages appear at the site of penetration. The inflammation interferes to some extent with the function of the fourth stomach, but the stomach rapidly returns to normal after the larvae leave the mucosa.

Lambs on inadequate diets and those attacked by other species of worms are more severely affected by medium stomach worms, offer less resistance to their development and become more heavily infected. Under these conditions, medium stomach worms have been said to cause scouring and anemia that may result in the death of the affected sheep. Well nourished parasite-free lambs that were experimentally infected with 250,000 larvae of *O. circumcincta* showed only a slight reduction in rate of gain. Although 41,500 immature worms were recovered from lambs killed 12 days after infection, 4,360 mature worms was the maximum number found in any of these lambs two months later. The administration of 1,000,000 larvae in nine weekly doses resulted in weight loss and anemia but did not cause death.<sup>1</sup> Since pasture sheep have rarely been found to harbor more than

The treatment and control of gastrointestinal parasites will be discussed in a separate article to appear later in this series.

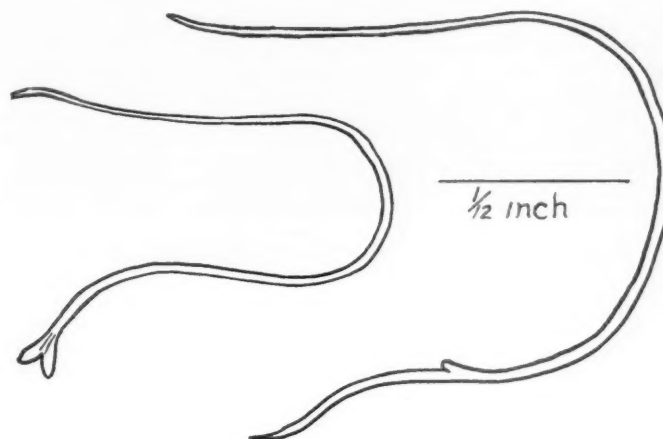


Fig. 1. Mature medium stomach worms. Male at left.

30,000 medium stomach worms,<sup>2</sup> it appears that further experimental work is needed to evaluate accurately the role of medium stomach worms as the primary cause of parasitic disease.

### Geographical Distribution

Medium stomach worms are found in all areas of the world where sheep are raised in large numbers. Heavy infections have been reported from Scotland, Australia, Russia and the United States. Since the infective larvae of medium stomach worms will develop and remain infective for several months at relatively low temperatures, these parasites are potentially a greater menace than those that develop and survive outside the host in warm climates only.

### Control

Good nutrition and good management, including a satisfactory system of rotation on clean pastures, are the keys to the prevention and control of these and other roundworm parasites of sheep. Lambs should be separated from the ewes after weaning. Pastures that have been rested during the winter months, particularly in areas where the minimum temperatures are well below freezing, will be relatively free from infective roundworm larvae in the spring.

<sup>1</sup>Journ. Parasit., 22(2):1936:196.

<sup>2</sup>Empire Journ. of Exper. Agric., 24(96): 1956:291.



## Growers Oppose Merger of State Units

**S**TANLEY Ellison, Tuscarora, was re-elected president by unanimous vote of the Nevada Wool Growers Association at their annual convention in Ely, January 6 and 7. John Carpenter of Elko was reelected vice president.

Highlighting the opening session of the convention were remarks from Dr. Harold Lundgren, head of the Wool Research Laboratory, Albany, California and Farrell T. Wankier, Jr., NWGA assistant secretary.

Dr. Lundgren's remarks centered around the new research developments in the use of wool. He told of new discoveries which make it possible to permanently crease wool pants, skirts, etc. He said the latest significant development is in the field of permanent shrink-proofing which makes it possible to produce wash-and-wear wool fabrics. Dr. Lundgren added that these new developments are being put into use by domestic manufacturers and should do much toward increasing wool's popularity.

Mr. Wankier called on sheepmen to pull together to strengthen the local, state and national association programs to meet the problems and challenges of the wool industry in the months ahead. He listed problems that should be considered major objectives for 1961 as legislation to extend the National Wool Act and to gain more realistic import control of lamb and finished woolen goods.

The spokesman for the National Wool

Growers Association revealed plans to submit a bill to the present session of Congress that would provide better control of total imports as well as provide protection on the equally important aspects of time of arrival, price, quality and area of distribution.

Talks by Frank W. ImMasche, deputy director, Livestock and Dairy Division, Commodity Stabilization Service, USDA and Harvey Edwards of the Fish and Wildlife Service were high points of the afternoon session.

Mr. ImMasche stated that prices for lamb and wool today, compared to those of the 1930's, show only slight increases while sheep ranch operating expenses are up more than 200 per cent and wage rates alone are up nearly 400 per cent. This points up the problem facing the sheep industry and the reason for the incentive payment program under the National Wool Act, he said. The act has been the salvation of the sheep industry, Mr. ImMasche stated, and the wool payment program and its setup and operation is a credit to the sheep industry and should definitely be continued.

A hot issue at the annual meeting was a proposed merger of the Nevada State Sheep Commission and the State Livestock Board into a single unit under the state department of agriculture. The wool growers adopted a resolution opposing this proposal, stating it was at present not in the best interests of the sheep industry.

Highlights of the convention included a well organized and entertaining get-acquainted social hour and banquet and a fashion show where the state Make It Yourself With Wool contestants were chosen. Contest winners were: senior division—Kay Kirn, Fallon; junior division—Judy Winchell, Wells; and adult division—Mrs. Raema Robertson.

The following is a digest of resolutions adopted at the convention:

Expressed sorrow and sympathy to the families of valued members who died during year.

Honored Vernon Metcalf, who after years of dedicated, persistent and effective service, is retiring.

Expressed appreciation to all who contributed to success of convention.

Urged Nevada Industrial Commission to more carefully audit and investigate all claims and medical and drug groups to insure compliance with the law, with special attention being paid to medical and drug bills and also to patients' disability claims.

Recommended Secretary of Interior modify regulations pertaining to land exchanges so as not to penalize an entire range industry simply to correct abuses generally caused by organizations other than the livestock industry.

Resolved that Congress enact a law requiring all users of water to comply with state laws and procedures, thus defining clearly divergent state and federal rights.

Went on record as opposing any wilderness or national park legislation which would negate or destroy existing multiple use.

Recommended that the Desert Land Act be amended to prohibit an applicant or entryman from disturbing the soil and destroying the native vegetation before he has



Officers of Nevada Wool Growers Association reelected are Stanley Ellison, Tuscarora, president, left, and John Carpenter, Elko, vice president, right. In the center is former Secretary John Humphrey, who resigned.



A section of the 250 or more people who enjoyed a very well organized banquet and fashion show at the Nevada convention. The meeting was very well supported by the townspeople of Ely.

proven that there is adequate water available.

Commended the College of Agriculture of the University of Nevada for the fine work done in the field of research and all projects designed to further better range management.

Opposed government fixing of minimum prices or rates for competitive enterprises. Recommended the Nevada legislature exempt livestock and agricultural products from intrastate tariff regulations so as to be in conformity with existing federal regulations.

Strongly urged renewal of the National Wool Act.

Expressed appreciation for the fine work of the Western Range Association on importation of sheepherders.

Commended the National Wool Growers Association for the fine job which they have done in promoting the interests of the sheep industry and pledged full support to their efforts in behalf of the industry.

Favored the adoption, on a local option basis, of a ballot by mail for election of BLM Advisory Board members.

Favored a change in the BLM rules to permit a licensee of both sheep and cattle to represent and vote for both classes of livestock.

Commended the Fish and Wildlife Service for its predator control activities and urged the service to not only continue their present control programs but to diligently investigate new control methods and to do everything possible to step up their programs in order to check the increasing numbers of predators.

Resolved that all existing trails that are needed and being used be left open and, in the case of private allotments, provisions be made for the trailing of livestock across such allotments.

Opposed proposed merger of the Nevada State Sheep Commission and the State Livestock Board into a single unit under the state department of agriculture, and stated it was not in the best interest of the sheep industry.

Pledged additional financial support, if necessary, to the National Wool Growers Association in solving problems of the sheep industry.

## Josendal . . . .

(Continued from page 22)

ducts. We are proud that one of the largest proportion of producers ever voting in an agricultural referendum approved the promotion of lamb and wool.

As with any promotion program it is difficult to nail down benefits in exact dollars and cents. Every successful advertising program is a long range, continuing effort. Everyone familiar with wool merchandising will readily concede that the unified promotion of wool by allied interests, including ASPC, has definitely created new styling and improved markets. The lamb promotion is achieving its goal of building an all-carcass, all-year-round demand for lamb. Demand for lamb at the consumer level has remained consistently good. Inflationary economic forces beyond our control have prevented all the benefits of



Two leading Nevada growers greet each other prior to the opening of the convention. Nevada President Stanley Ellison, left, and B. H. Robison, Ely, right.

this demand from directly reaching the producer.

With much of our sheep production located in the western states, it is plain to see that to maintain it, a policy of true multiple use must be followed by federal land agencies. Multiple use means exactly what it says—that the several uses of lands and forests are compatible—and that they can be conducted simultaneously and in balance.

To our industry probably the most important single activity of government, both state and federal, is the research program. The combined research of private agencies, USDA, and land grant colleges has made American agriculture the most productive in the world, and the American public one of the best fed and clothed in the world. Utilization re-

search in wool is paying big dividends in providing the consumer with new easy-care clothing and blankets. Production and marketing research is working toward improved wool and lamb with greater efficiency in raising them and getting them to the public. Basic research and new techniques are bringing to light more fundamental knowledge. We can not emphasize too much the need to continue and expand all lines of research if our industry is to supply a sufficient quantity of high quality American lamb and wool.

Certainly, the one step each individual sheep grower can take to improve his own position is to make use of research results as they become available to produce healthy animals yielding high quality, uniform lamb and wool. Competition is so keen with related commodities that we must raise the best if we are to continue our proper place in the markets.

It is not enough for individual growers to do a good job at home, but we sheepmen all over the United States must work together to promote and market our products and to further the activities of our service organizations. As you will note during this convention, we will discuss some of the things that we can do for ourselves. It is my sincere hope that we can find a way to work together to lift our industry to an expanded, profitable business. The sheep business has known adversity before, but we have always recovered. We will again.

In closing, I want to thank the members, the Ladies' Auxiliary, and the officers and staff for their fine cooperation this past biennium. This same cooperation with my successor can bring the industry to a new high.

1961

## SHEEPMEN'S CALENDAR

### NATIONAL ASSOCIATION EVENTS

August 16-17: National Ram Sale, Ogden, Utah.

### CONVENTIONS AND MEETINGS

February 5-7: New Mexico Wool Growers' Convention, Roswell, New Mexico.  
August 10-11: California Wool Growers' Convention, San Francisco, California.

### SALES

April 24-25: California Ram Sale, Sacramento, California.  
August 16-17: National Ram Sale, Ogden, Utah.  
October 5: Utah Ram Sale, Spanish Fork, Utah.

### SHOWS

February 10-19: San Antonio Stock Show and Rodeo, San Antonio, Texas.  
April 24-25: Far Western Sheep Dog Trials, Sacramento, California.  
April 24-25: California Wool Show, Sacramento, California.

## Imports Cited As No. 1 Enemy to Sheep Industry



Welby Aagard (left) was re-elected president of the Utah Wool Growers Association at the convention, January 14. W. J. Wintch, Manti, (center) and James A. Hooper, Salt Lake City, (right) were re-elected vice president and secretary-treasurer, respectively.



A group who have been in the sheep business in Utah for 25 years or more get together for an old timer's luncheon during the Utah Wool Growers' convention.

A variety of enjoyable musical selections interspersed a list of informative addresses at the 54th annual convention of the Utah Wool Growers Association, January 13 and 14. The convention was held in the Hotel Utah, Salt Lake City.

The continually rising threat of wool, lamb and mutton imports from low wage and production countries was cited by several speakers as the number one enemy to a healthy domestic sheep industry.

NWGA President Harold Josendal, in reviewing association work during the past year told the conventioners, "The old problems are still with us only in more intense form." He said wool growers would have to go to congress this year and ask legislation to (1) make them eligible to apply for tariff and quota relief, or (2) for a new tariff and quota law to include wool fabrics and lamb.

In his annual report, Utah President Welby Aagard, praised the state's very successful predatory animal control program. He also hinged upon the need for sheep growers to improve their bargaining position at the market place. "Marketing," he said, "offers us the greatest challenge for improving the industry's position."

Reporting on the work of the American Sheep Producers Council were President Don Clyde, Heber City, and J. R. Broadbent, Salt Lake City, lamb advisory committee chairman. Both ex-

pressed the feeling that the ASPC promotion program was succeeding in expanding the demand for lamb but pointed to other uncontrollable factors—imports and unsatisfactory marketing practices—which are depressing lamb prices. Mr. Broadbent suggested the following cures for the ailing lamb industry: (1) regulation of imports, (2) a good hard look by Congress at the pricing policy of the distributor trade, (3) exchange of market information by producers, and (4) stronger organization by sheepmen to balance the strength and growth of distributor organizations.

Taking time out from congressional activities in Washington, Utah Senator Wallace F. Bennett spoke on the problems confronting the industry and pledged his support to finding suitable solutions.

Other speakers included Governor George D. Clyde, Elder Richard L. Evans of the LDS Church, and Dr. Wynn Thorne of the Agricultural Experiment Station in Logan. Mrs. Allan Adams, Utah auxiliary president, reported on that group's work on lamb and wool promotion during the past year.

All association officers were reelected; namely, Welby Aagard, Salt Lake, president; W. J. Wintch, Manti, vice president; and James A. Hooper, Salt Lake, secretary-treasurer.

The Utah Future Farmers of America

"Sheepman of the Year" award went to Farrell T. Wankier, Sr. of Levan, Utah.

The Utah Sheep Council's "Sheep Breeder of the Year" citation was presented to Angel Caras, Spanish Fork.

Elected as delegates to the ASPC were Don Clyde, Heber, J. R. Broadbent, Salt Lake, Delbert Chipman, American Fork, Lee Barton, Manti and L. B. Johnson, Randolph.

Social events included the annual lamb banquet, floor show and dance and the Make it Yourself with Wool contest. Winners of the sewing competition were Beth Miya, Syracuse, in the senior division, and Marilyn Fawson, St. George, in the junior division.

Following is a digest of the resolutions adopted:

### Lamb

Urged every effort be expended to develop and promote expanded outlets for lamb and wool at prices which will reflect a larger share of the consumer dollar to the producer.

Commended American Sheep Producers Council for effective advertising and promotion of lamb and wool. Further recommended and directed their representatives in Congress to vigorously support reenactment of National Wool Act and direct their wholehearted support of section 708.

Recommended that Packers and Stockyards Administration make a study of buying and selling practices of organizations engaged in distribution of lamb to consumers because of their feeling that a fair share of the consumer dollar is not being reflected to the producer of lambs and wool.

Recommended a cease and desist order by the USDA be issued to correct the bid



method of buying now employed by many distributing organizations.

Deplored grading of foreign slaughtered lamb and requested USDA immediately cease stamping foreign slaughtered lamb with U. S. grades in any form whatsoever.

Protested the intermingling of foreign slaughtered lamb with domestic lamb in meat counters because it is misleading to American housewives. Requested that such foreign slaughtered lamb be so labeled and sold on its own merit.

Opposed any interference by USDA, either under Packers and Stockyards Act or otherwise, in unduly restricting the sale of sheep and lambs at country points. Further recommended that before any restrictions are put into effect they receive approval of livestockmen through their associations.

Recommended an independent study of the operation of the Packers and Stockyards Administration with a view toward directing and adjusting its operation to current market needs.

Recommended participation in a cooperative study of marketing problems throughout Utah with other segments of agriculture for the purpose of strengthening the bargaining position of the livestock producers.

Commended the American Sheep Producers Council for its assistance in providing funds for Make It Yourself With Wool contest.

Recommended that no further importation of live sheep be permitted where disease and parasite conditions are known to exist.

### Wool

Opposed any change in present Wool Products Labeling Act. Recommended further legislation to require labeling, in the same manner, of all imports of wool fabrics or of any partially or wholly processed wool products.

Recommended extension of National Wool Act including section 708 for at least 10 years or until goal of 300 million pounds of shorn wool has been reached.

Recommended cooperation with any agencies who would work toward educating the public to buy American-made goods. Further urged all association members to buy, whenever possible, only American made goods.

Recommended Congress make a study to determine if it would be practicable to enact a tariff law providing for the selective "sliding scale" application of tariff to imported manufactured goods (including woolen imports) in such a manner that goods produced in foreign countries by persons earning a wage equal to the minimum wage in the U. S. would be preferred over those by persons earning less than a minimum wage in the United States.

### Federal Lands

Requested Forest Service officials to take advantage of research and technical knowledge available for range improvement.

Reaffirmed complete opposition to wilderness legislation. Upheld prior statement that federal lands can be properly used by adhering to principle of multiple use.

Suggested that moderation temper the demands to establish recreational park areas in Utah.

Urged Forest Service to budget sufficient money to establish fence lines on national forest boundaries.

Supported the policy of multiple use on public lands surrounding reclamation projects wherever such projects are established, the adjacent lands to remain under the exist-



Utah's Governor George D. Clyde welcomes delegates.

ing administrating agency and not withdrawn for any single-use purpose.

Recommended that grazing on common use range be continued where range is in good condition and where permittees are in agreement with this system of management. Recommended further that up-to-date range surveys be instituted and permittees invited to attend all such studies made on their allotment.

Supported necessary amendatory legislation to give forest licensees a right of appeal on the merits of any grazing disputes from a decision by the Secretary of Agriculture to the federal district court in the district where the range involved is located.

Complimented Forest Service officials for recognition of local advisory boards in management of the range.

Urged that soil bank lands be made available for limited grazing by bona fide stock or breeding herds of cattle and sheep at reasonable rentals.

Recommended policies and procedures to be followed by State Land Board in selecting federal land for the state of Utah.

Commended congress for present range improvement appropriations to the BLM.

Recommended use of every available means of research to control further spread of poisonous and noxious plants.

Urged BLM investigate all applications for desert and homestead entries to determine whether the land has a higher use than grazing.

Urged BLM make possible fullest use of advisory boards to accomplish practical solutions on administrative grazing problems.

Opposed acquisition of privately owned land by public agencies and in cases where essential, asked state and Congress to set up a system of payments in lieu of taxes on such land for local tax levying bodies.

Urged all land owners to use extreme caution in granting options for sale of their property to promoters whose sole purpose is speculation and profit from resale of the land.

Favored return of all public lands to 11 western public land states in order that income from said lands can be applied to school funds.

Urged State Advisory Board to present to National Advisory Board the matter of bulldozer and seismograph operations under the direction of oil, gas, power lines and mining operators and request necessary action to reduce damage on public lands from such operations. Further requested that advisory boards insist that all necessary blading of the topsoil be immediately reseeded by the parties doing the exploration and commensurate with standards set up by BLM.

Further urged that all hazards created as to management of livestock such as sump and bog holes caused by blading across washes and gullies be rectified by proper drainage before exploration is abandoned.

### Transportation

Requested a practical, safe, economical take-off road for movement of livestock by truck between Salt Lake and Ogden. Requested further that proper and practical highway facilities be provided for servicing the Ogden market.

Requested that railroads be granted freedom to engage in all forms of transportation whenever requested by shippers and wherever it is to best interest of public and railroads and after application and a certificate of public convenience is obtained from the proper authorities and that they be not denied such freedom merely because they are engaged in transportation.

### Predatory Animals

Favored continuation of cooperative program for predatory animal control as well as payment of bounties.

Urged strict adherence to the Predatory Animal Laws and regulations in approving predatory animals on which bounty is requested.

Requested Congress to appropriate more funds to Fish and Wildlife Service for predatory animal and rodent control.

Recommended that state legislature increase mill levy on sheep to 10 mills, the proceeds to be directed to the bounty fund.

### Taxation and Legislation

Recommended legislation be enacted abolishing the use of trading stamps by state merchants.

Urged business and education leaders of the state to lend full support to the continuation of the Intermountain Junior Fat Livestock Show.

Commended work and efforts of the Utah Registered Sheep Breeders Association for their continual upgrading of the quality of breeding stock.

Expressed neutrality in the issue of increasing the fee for game licenses.

Expressed thanks to all those who contributed to the success of the convention.

Recommended association officers work with Utah Peace Officers Association, the Utah Association of District Judges and any other appropriate organization for the purpose of better enforcement of the laws pertaining to sheep stealing.

Recommended proposed act to regulate the practice of veterinary medicine, sponsored by the Veterinary Medical Association of Utah, be introduced in state legislature.

Urgently emphasized the need of prompt action on the question of securing state control over water rights rather than federal control.

Earnestly recommended that congressional delegations turn their attention to helping stockmen acquire purification plants.

Commended efforts of citizens concerned over infestation of noxious weeds and earnestly urged they continue their fine efforts in this regard.

Commended Utah State University for splendid cooperation in control and eradication of sheep diseases. Urged governor and legislature to give liberal consideration to its request for funds in these fields.



**LAMB market report—Jan.**

## Slaughter Lamb Prices Remain Steady; Some Isolated Increases Reported

January 30, 1961

**SLAUGHTER** lamb prices remained steady during January with only slight increases observed in some isolated cases.

In January of 1960 live lamb prices took a sharp jump; however a similar hike did not come about in 1961. In fact, January figures this year compared to those of last year show around a \$3 reduction in average monthly prices. This difference can not be substantiated because of an increase in slaughter. The January kill this year compares very closely to that of a year ago.

Throughout the meat trade there seems to be a definite lack of interest in the handling of lamb during January, especially the latter part. This, of course, could be brought about by various factors, such as less consumer demand, fluctuation in weekly marketings and lack of interest in handling because of its low volume.

Wholesale and carcass prices showed about a \$2 decline during January, which further exemplifies a lack of consumer demand. On January 26 choice and prime 35- to 55-pound carcasses were selling on the New York market from \$36 to \$44 and 55- to 65-pound carcasses were bringing \$35 to \$40 per hundred.

Representatives of the meat trade say consumers are ever increasing their demand for a more meaty lamb.

Lamb slaughter through February should continue at or slightly below average. This should slightly strengthen live lamb slaughter prices as the month progresses. Producers would be wise to attempt to furnish lambs to the market on a steady supply basis. The week of January 7 shows a total slaughter at 265,000. The following week the slaughter jumped to 325,000. The meat trade was not ready for this wide variation in weekly kill, thus lambs were only accepted at a reduced price, thus causing reason for a break in the market.

### Country Sales and Contracting

#### ARIZONA

**Early January:** Two loads of choice 105-pound shorn, slaughter lambs sold at \$18.75.

**Mid January:** A string of 883 head of good, 140-pound shorn slaughter ewes moved at \$6.25.

### CALIFORNIA

**Early January:** Four loads of choice and prime 100- to 105-pound slaughter lambs with No. 1 fall-shorn pelts sold at \$18 to \$18.50. In northern California at least three loads of mostly choice 100-pound slaughter lambs with No. 1 fall-shorn pelts sold at \$18.50, while in the Imperial Valley at least 10 loads of alfalfa-pastured, shorn lambs sold at \$18.50 to \$19. These lambs weighed between 106 pounds and 112 pounds.

**Mid January:** At least two loads of mostly choice 105-pound fall-shorn lambs sold at \$18.50 in the Imperial Valley while several loads of choice, shorn, alfalfa-pastured lambs weighing 106 to 112 pounds sold at \$19. In the Imperial Valley a total of at least 50 loads of mostly choice with end of prime 103- to 112-pound shorn, alfalfa-pastured lambs with number 1 and number 2 pelts sold at \$19.

### COLORADO

**Early January:** Several loads of choice and prime 95- to 114-pound

wooled slaughtered lambs sold at \$17.25 to \$18, with a few loads of choice and prime 98- to 105-pound shorn lambs selling at \$16.75. Choice and prime 98- to 114-pound woolled slaughter lambs moved at \$17.75 to \$18.25, mostly \$18 to \$18.25, with at least twelve loads of 100- to 108-pounders selling off the western slope to California for \$18.25 f.o.b.

**Mid January:** A string of around 2,100 head of good and choice 80- and 90-pound shearing feeder lambs moved at \$17 to \$17.50. Five to six loads of 100- to 110-pound choice, woolled lambs sold to California buyers at \$18.50. Several loads of choice and prime 98- to 106-pound woolled slaughter lambs moved at \$17.50 to \$18.25. Several loads of choice and prime 102- to 112-pound woolled slaughter lambs sold at \$18 to \$18.25, latter price paid freely. A few loads of choice 98- to 114-pound woolled lambs moved at \$17.50 to \$17.75.

**Ewes:** In early January a string of utility to mostly good slaughter ewes weighing 120 to 130 pounds sold at \$6.75 in the wool. Around 300 cull and utility 110- to 115-pound slaughter ewes moved at \$5.50.

**Mid January:** A string of utility and good 115- to 135-pound woolled slaughter ewes sold at \$5.25 to \$7.25.

**Early January:** Around 14 loads of choice and prime 98- to 110-pound woolled slaughter lambs sold at \$18 to \$18.50. A string of 12,650 choice and prime woolled slaughter lambs weighing 110 to 115 pounds moved at \$18.25 to \$19.

### Prices and Slaughter This Year and Last

	1961	1960
Week Ended.....	Jan. 21	Jan. 23
Inspected Sheep and Lamb Slaughter to Date....	794,455	862,768
Chicago Average Lamb Prices (Wooled).....		
Prime .....	\$17.72	.....
Choice .....	17.02	20.35
Good .....	15.82	19.28
New York Av. Western Dressed Lamb Prices:		
Prime, 45-55 pounds.....	41.30	43.50
Choice, 45-55 pounds.....	40.60	41.50

### Lamb and Mutton Weekly Kill (Week ended)

	(No. Head)			
	Dec. 31	Jan. 7	Jan. 14	Jan. 21
1960	240,000	1961 265,000	325,000	290,000
1959	241,000	1960 339,000	323,000	290,000

### Federally Inspected Slaughter—December

	(No. Head)			Sheep & Lambs
	Cattle	Calves	Hogs	
1960	1,576,000	451,000	5,753,000	1,114,000
1959	1,552,000	456,000	6,928,000	1,182,000

### Lamb and Mutton Imports—Pounds

	August	September	October	November
1960	2,597,967	5,323,304	1,469,362	1,093,000
1959	2,646,685	3,262,824	3,239,090	3,570,000

**Mid January:** Around 23 loads of choice and prime 101- to 122-pound wooled slaughter lambs sold at \$18.50 to \$19.

#### MONTANA

**Early January:** In northwestern Montana a string of 240 choice and prime 100-pound wooled lambs sold at \$16.75.

**Ewes:** A band of 2,050 good and choice 80- to 85-pound ewe lambs sold at \$17 to \$18 per hundredweight. In early January a string of 2,000 good and choice solid-mouth breeding ewes moved at \$13 to \$14 per head.

#### NEW MEXICO

**Early January:** About 2,500 good to mostly choice 95- to 103-pound fall-shorn lambs with number 1 pelts were delivered at \$16.50 to \$16.75, while 1,200 good and choice 70-pound shorn feeder lambs moved at \$15.50 to \$15.75.

**Mid January:** Some 2,800 good and choice 97- to 105-pound wooled and shorn slaughter lambs with number 1 pelts sold at \$15.50 to \$16.50. A band of 1,600 good and choice 70- to 80-pound feeder lambs brought \$16. A string of 1,150 good and choice 96-pound wooled slaughter lambs sold at \$16 to \$16.50. Around 2,100 good and choice 100- to 106-pound slaughter lambs with number 1 and fall-shorn pelts sold at \$14.75 to \$16.50, while 4,700 good and choice 80- to 100-pound fall shorn feeders sold at \$14.75 to \$15.50.

#### NEVADA

**Early January:** Around two loads of choice and prime 98- to 99-pound slaughter lambs sold at \$18 to \$18.25.

#### OREGON

**Early January:** A load of choice and prime 114-pound wooled slaughter lambs sold at \$17.25 delivered while 9 loads of choice and prime 100- to 108-pound lambs with number 1, 2 and 3 pelts sold at \$17.25 to \$18.25. A string of 2,700 choice and mixed choice and prime 97- to 108-pound shorn lambs with number 2 pelts sold at \$17.50 to \$18.25, delivered basis.

**Mid January:** Around 3,000 head of 40 per cent slaughter lambs with balance feeders, weighing around 105 pounds and feeders around 80 pounds, sold at \$16.50 to \$17. Around 6 loads of choice 100- to 108-pound wooled slaughter lambs sold at \$18.25 to \$19.75, delivered to West Coast points. Around three loads of choice and prime 100-pound slaughter lambs with number 1 and 3 pelts sold at \$19.25 to \$19.50, delivered to California points.

#### TEXAS

**Early January:** A band of 2,200 lambs moved from the Sonora area off pastures at \$15.50.

**Mid January:** Several loads of lambs moved at country trading points from \$15 to \$16, while several loads of wooled feeders moved at \$16 to \$16.50 in local trade and clipped feeders brought about \$15 to \$15.50.

#### UTAH

**Early January:** Around 28 loads of choice and prime 100- to 111-pound slaughter lambs sold at \$18 to \$18.50. Later in the week at least 21 loads of choice and prime 99- to 109-pound wooled slaughter lambs moved at \$18.25 to \$18.75.

**Mid January:** Around 14 loads of choice and prime 99- to 109-pound wooled slaughter lambs sold at \$18.25 to \$19. At least 16 loads of choice and prime wooled slaughter lambs weighing 98- to 111-pounds sold at \$18 to \$18.25.

#### WASHINGTON

**Early January:** A band of 250 lambs sold on carcass grade and weight basis delivered at \$36 on choice, 50 to 60 pounds; over 60 pounds \$1 off, and all good \$1.50 off. A load of choice and prime 100- to 105-pound wooled slaughter lambs sold at \$17.25, while a load of choice and prime lambs with number 2 pelts, high-yielding, sold at \$17.50.

**Mid January:** Around four loads of choice 100- to 112-pound slaughter lambs sold at \$18.25 to \$19.25 delivered to Oregon and California points, while two

loads of choice 105- to 106-pound fall shorn slaughter lambs sold at \$18.50. One load of choice lambs with number 1, 2 and 3 pelts sold at \$18 to \$18.25. Around three loads of choice and prime 100- to 105-pound fall-shorn slaughter lambs delivered to Washington packers sold at \$18.

#### WYOMING

**Early January:** A string of 625 choice wooled slaughter lambs weighing around 105- to 115-pounds were delivered at \$17.50, while another string of 950 good to mostly choice 108- to 115-pounders moved at \$15.75 to \$16.25. Several loads of choice 95- to 110-pound wooled slaughter lambs moved at \$17.75, with four loads of 118- to 122-pounders bringing \$16.25 delivered to Colorado packing plants.

**Mid January:** A string of 1,400 good to mostly choice 100- to 115-pound wooled slaughter lambs sold at \$16.75 to \$17, bulk at \$16.75. A band of 1,000 good and choice 95- to 114-pound wooled slaughter lambs sold at \$16.75 to \$17, while a string of 1,400 good and choice 100-pound feeder lambs sold at \$16.00.

**Ewes:** In early January a string of 800 good and choice around 90- to 95-pound ewe lambs sold at \$17 per head. In mid January a band of around 2,000 assorted fine-wooled ewe lambs expected to weigh around 90 pounds sold at \$18.75 to California buyers.

## Comparisons of A.M.A. and Heart Association Statements on Fats

ON December 10, 1960, the American Heart Association issued a report urging that medical guidance be sought before individuals make specific changes in the fat content of their diet.

A month earlier, on November 11, Dr. Ogden C. Johnson, assistant secretary, Council on Foods and Nutrition of the American Medical Association, in describing the findings of research scientists in the field of diet and heart disease, had stated: "The consensus is that much work remains to be done before any group will be able to step forth and dictate drastic changes in the American diet—changes which they can guarantee will lead to improved health."

Speaking at the semi-annual meeting of the National Live Stock and Meat Board in Ames, Iowa, Dr. Johnson had stated further: "There will be those who will suggest changes, additions or deletions in our diet. I feel that we must not allow our population to erroneously change their diet in hopes of achieving some added measure of health until we have all the facts."

Dr. Johnson had noted that his statements pertained to the general population: "For those who have had a coronary, general statements do not apply. These individuals are in the class of sick patients and the physician must deal with them on an individual basis."

Both the American Medical Association spokesman and the American Heart Association's Central Committee made clear in their separate statements that many factors influence the development of atherosclerosis, some of which (age, sex, heredity, elevated blood pressure, among others) are obviously not related to fat intake. Both statements also referred to the value of fat in the diet and both decried food faddism.

The Heart Association report stated: "Food faddism of any sort should be avoided and significant changes in the diet should not be undertaken without medical advice."

The Central Committee of the Heart Association emphasized that there is no final proof that dietary changes can prevent heart attacks or strokes.



## Market Outlook Improves; Foreign Auctions Reopen Firm

January 20, 1961

**T**HE start of a new year did not signal any particularly significant activity in the wool market, but most market forecasters do look for wool prices to strengthen in 1961.

The entire trade was eagerly awaiting the reopening of the Australian and South African auctions early in January and they were not disappointed with the results. Many sources had predicted the auctions would open considerably below their before-Christmas closings, but this did not hold true. The auctions opened steady on January 10 and have held firm since then.

Traders on the wool futures market also seem to hold the belief that the domestic wool market should strengthen shortly. Some speculative buying has been reported during recent weeks on the belief that wool is intrinsically cheap. The thinking of these traders is that wool could eventually have an advance in price with the improvement in the commodity markets plus the uncertainties of some currencies.

Perhaps more encouraging is the fact that cloth volume in New York seems to be inching upwards. The Commercial Bulletin of January 14 reports that inquiry for cheap graded wools is still reported in Boston but no significant business is being done. With United States primary holdings at low levels, the report states, no graded wools are cheap.

A. W. Zelomek, editor of the International Wool Textile Apparel Analysis, January 14, states: "We still expect more firmness than weakness (in wool prices). Any worsening of the international situation will result in a firmer price trend. Increased domestic buying of wool as well as semi-manufactured and manufactured products is to be expected. It is more likely that prices will be firmer rather than weaker during the rest of the year. Conditions, however, will continue to fluctuate irregularly. The 1960 lows will not be pierced. The domestic woolen and worsted industry continues somewhat more favorable. Prices of tops, yarns and fabrics should respond more readily to firmer raw wool costs. Domestic mill margins should improve as the year progresses."

With the 1960 clip nearly gone, attention is being focused on new clip wool. No contracting is expected this year un-

less business improves sharply. Some sources believe that major wool buyers—such as the topmakers and the mills—will hold off buying longer than usual this year and that as a result growers will have to hang on to their wool a little longer.

In a report issued on the 1961 outlook for the woolen and worsted industry, the United States Commerce Department predicts moderate increases in production of apparel fabrics and consumption of apparel wool should take place next year. The report points out that consumer spending for non-durable goods has remained firm, and clothing purchases are expected to rise in 1961.

### Western Wool Sales and Contracting CALIFORNIA

Late in December some 27,000 pounds of lambs wool (but including some yearling wool) sold at 36 cents per pound grease basis.

### IDAHO

One 1960 Idaho clip, in storage at Salt Lake City, Utah, sold in late December, probably netting the grower 38 cents.

### NEW MEXICO

About 70 bags of fine wool sold for 40 cents early in the month.

### OREGON

One fairly large range lamb clip was sold at 43 cents. The market in Oregon is reported to be well cleaned up other than several consignments of Idaho

(Continued on page 37)

### DOMESTIC WOOL QUOTATIONS ON THE OPEN MARKET AT BOSTON WEEK ENDING JANUARY 27, 1961

	Clean Basis Prices		Grease Equivalents Based Upon Arbitrary Shrinkage Percentages (3)					
		%		%		%		%
GRADED TERRITORY WOOLS (1)								
Fine: 64s and Finer								
*Gd. Fr. Combing & Staple.....	\$1.10—1.15	56	\$ .49—	.51	59	\$ .45—	.47	64 \$ .40— .41
*Ave. & Gd. Fr. Combing.....	1.05—1.10	55	.47—	.50	60	.42—	.44	65 .37— .39
*Sh. Fr. Combing & Clothing..	1.00—1.05	56	.44—	.46	61	.39—	.41	66 .34— .36
One-half Blood: 60s-62s								
*Gd. Fr. Combing & Staple.....	1.05—1.10	51	.52—	.54	54	.48—	.51	57 .45— .47
*Ave. & Gd. Fr. Combing.....	1.00—1.05	52	.48—	.50	55	.45—	.47	58 .42— .44
Three-Eighths Blood: 56s-58s								
*Gd. Fr. Combing & Staple.....	1.05—1.10	48	.55—	.57	51	.52—	.54	54 .48— .51
*Ave. Fr. Combing.....	.98—1.03	49	.50—	.53	52	.47—	.49	55 .44— .46
One-Quarter Blood: 50s-54s								
*Gd. Fr. Combing & Staple.....	1.05—1.10	46	.57—	.59	48	.55—	.57	50 .53— .55
*Ave. Fr. Combing.....	.95—1.00	47	.50—	.53	49	.48—	.51	51 .47— .50
Low-quarter Blood: 46s-48s								
*Common & Braid: 36s-44s	1.05—1.10	41	.62—	.65	43	.60—	.63	45 .58— .61
	.87— .93	40	.52—	.56	42	.51—	.54	44 .49— .52

### ORIGINAL BAG TERRITORY WOOLS (1)

Fine: 64s and Finer								
*Gd. Fr. Combing & Staple.....	1.10—1.15	57	.47—	.49	59	.45—	.47	61 .43— .45
*Ave. & Gd. Fr. Combing.....	1.00—1.05	59	.41—	.43	61	.39—	.41	63 .37— .39

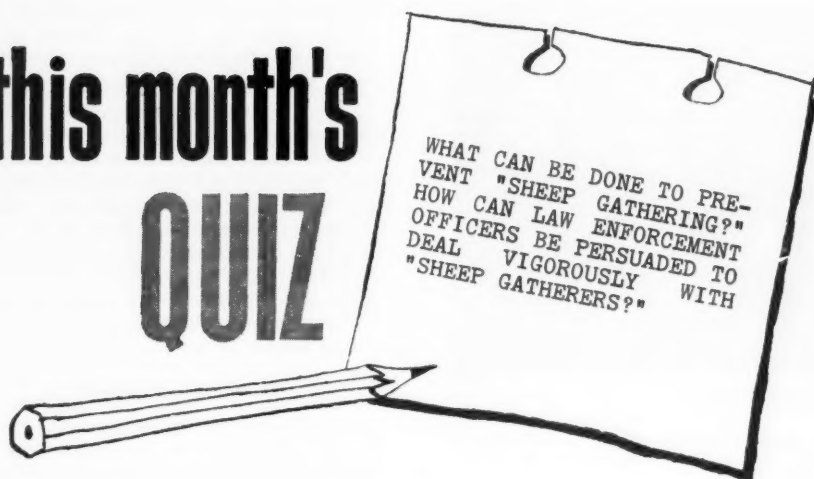
### ORIGINAL BAG TEXAS WOOLS (2)

Fine: 64s and Finer								
*Gd. Fr. Combing & Staple.....	1.15—1.20	54	.53—	.55	58	.48—	.50	62 .44— .46
Ave. & Gd. Fr. Combing.....	1.10—1.15	55	.50—	.52	59	.45—	.47	63 .41— .42
*Sh. Fr. Combing & Clothing..	1.00—1.05	57	.43—	.45	61	.39—	.41	65 .35— .37
*Eight Months (1" and over)	1.00—1.05	55	.45—	.47	58	.42—	.44	61 .39— .41
*Fall (¾" and over).....	.90— .95	56	.40—	.42	59	.37—	.39	62 .34— .36

- (1) Wools grown in the range areas of Washington, Oregon, the Intermountain States, including Arizona and New Mexico, and parts of the Dakotas, Nebraska, Kansas and Oklahoma. These wools cover a wide range in shrinkage and color.
- (2) Wools grown in the range areas of Texas, mostly bright in color and moderate in shrinkage except in the panhandle where they are considerably darker in color and heavier in shrinkage.
- (3) In order to assist in estimating greasy wool prices, clean basis, market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages quoted. Prices determined in this manner are largely nominal.

\*Estimated price. No sale reported.

# this month's QUIZ



**C**ASH awards for officers might help to persuade them to deal vigorously with sheep gatherers. We could get better laws and if necessary get new officers. There is no place in our society for a thief.

—Wrather Holmgreen  
Uvalde, Texas

**I** don't believe that sheep gathering is a problem in this area. If any gathering does take place the police are very good to cooperate.

—Virgil Misener  
Fossil, Oregon

**W**E haven't heard of any sheep gathering in this county recently. However, if such does occur, we should let our law enforcement officers know that sheep are taxable property, as well as any other livestock, and if they fail to cooperate give them plenty of bad publicity.

We don't think we would have any trouble in our county.

—John L. Nealon  
Central Point, Oregon

**I** believe that we should have a state law forcing compulsory brand and ear mark inspection at every market center or auction yard. These sales yards and market centers should have to keep an up-to-date record of all brands and ear marks recorded in their own states and all counties or sections these markets service from adjoining states.

I think that until our state legislatures make some definite demands on our law enforcement officers the few who are caught stealing sheep will get nothing more than a warning.

—G. E. Davis  
St. Anthony, Idaho

**N**UMBER one on the list would be a better identification of sheep. In Colorado we have registered brands for

sheep but these brands are not adhered to or the sheep identified by registered brands. I believe this registered brand law could be strictly enforced; then all enforcement officers, including highway patrolmen, could be persuaded to check all sheep movements across state lines, particularly via truck.

Number two—all sheep and lambs sold should be required to have registered marks and any selling agency should be required to see that owners and marks correspond. I believe the laxity in prosecution of sheep gatherers is largely due to difficulty in actual identification.

—William E. Bray  
Redvale, Colorado

**T**HE following are my suggestions to help stop the traffic in sheep gathering:

1. Require that all buyers be licensed to buy sheep through the Department of Commerce.
2. Require that all bills of sale be made in affidavit form setting forth the fact that the seller is the legal owner of the sheep sold.
3. Require all auctions to keep a record of sheep sold and the seller, number of sheep, license of the buyer, bill of sale, date of sale, name and address of buyer and price paid.
4. Require all sheepmen to have a registered mark and brand recorded with the state department of marks and brands.
5. Require that all law enforcement officers be under bond with some legal bonding firm. Failure to do their duty in enforcing the law should result in suspension and a fine or imprisonment, or both.

I was the victim of 'sheep gathering' to the tune of a hundred head in 1959.

—Andrew C. Jensen  
Chester, Utah

**I** think the best way to prevent this is the last part of the question: to have these "sheep gatherers" punished very severely and thus set an example to anyone who is tempted to steal. Every effort should be exerted to obtain law enforcement officers who are in sympathy with the sheep business and realize the serious nature of this crime.

—Bradley Johnson  
Aurora, Utah

**I**F the buyer would demand a signed bill of sale and have the seller put on the bill where he raised or got the sheep, it would go a long way toward preventing sheep gathering. It's done wonders in this locality in finding stolen sacked farm produce.

Lots of sheep are lost in this country by being picked up by sheep gatherers. The brands are either combed off or the sheep held until brands wear off, or the sheep are shorn and sold through the auction.

Truckers should be warned that it is unlawful to transport stolen sheep and some of the liability should be placed on them. They are in a position to know a lot about where the sheep come from.

As to law enforcement officers, I suppose their argument would be that they do not have the manpower or the time to spend tracing the stolen sheep. However, I have found them quite cooperative when a person has some evidence to show. It looks as though they could watch these auction sale grounds more closely, however.

—O. F. DeKoltz  
Filer, Idaho

(Continued on page 44)

## Wool Market . . .

(Continued from page 36)

wool in the hands of one dealer. It is reported it would be difficult to get together a full carload of crossbred, while two or three cars of fine and half blood might be found.

## TEXAS

Graded strictly staple Sonora wool sold recently around \$1.20 to \$1.22 while another lot brought the same price at Ingram. There is still some contracting of mohair at 91.5 cents for adult hair and \$1.65 for kid hair.

## WYOMING

The bulk of wool unsold is now contained mainly in the warehouses. Very little left in growers hands. One warehouse reports the recent movement of several carloads of graded wool at somewhat better prices.



### PERMANENT POSSESSION

By winning the intercollegiate meat judging contest at the International Live Stock Exposition, Iowa State University retired the National Live Stock and Meat Board's rotating challenge trophy.

Iowa State was also the top team in lamb judging for which the school received the F. R. Marshall Memorial Plaque from the National Wool Growers Association.

Left to right: Carl F. Neumann, general manager, Meat Board, Professor E. A. Kline, coach of the Iowa State team, and team members Gene Pitzen, Stacyville, Iowa; Marvin Walter, Watkins, Iowa; John Besh, Geiger, Alabama; and alternate Larry Greiman, Garner, Iowa.

Iowa State also received \$1,000 from Chas. Pfizer & Co. to be used in meat research work.

*De Graff . . . .*

*(Continued from page 21)*

imagine that these systems might work. I certainly don't mean to imply that something that has worked back in my country could be transferred to the conditions that you have out here on the range. I don't know enough about it, but I certainly do think that the important question of live marketing is one that your industry should be studying. The more people I ask what the problems are, the more I get answers of, "I don't know," or answers that conflict with other answers.

When it comes to the question of slaughter marketing, I observe that only six or eight packers are handling about three-quarters of the annual lamb slaughter. I would like to suggest that this isn't good for the industry. One of the reasons is that there are not enough packers bidding for your lambs. Why don't other packers get in? Well, the answers look simple. They include: (1) that lamb is a small volume item; (2) that it is costly to handle; (3) that it is difficult to sell; and then they are all summed up in just one observation—the lambs don't make money for the packer. I have heard a great deal of criticism of packers centered on the theme that there is only half a dozen packers who handle lamb. But from what I have learned from checking with packers, my question isn't why there are so few, but why those few have been so silly as to stay with lambs.

That is a pretty rough statement—but it is exactly the way it looks to me.

I have seen the figures from one packer who has handled lambs for a very long time. Over the last 20 years this particular operator has had an average return of seven cents a head on the lambs he has handled. That is a 20-year average, and with only small variations, year-to-year, from that average.

Even these present cheap lambs are not making the packers any money. If we take the last five or six years, the New York wholesale value of a carcass has been just about the same as the Chicago price of the live lamb. What that means is that the pelt and offal credits from the lamb have paid the packers' cost and the cost of shipping the lamb to the Eastern market. Now, those credits have declined to the point where the lamb in Chicago isn't worth what the carcass brings back in New York. In fact, currently, the difference is about \$1.50. The lamb is worth about \$1.50 less at Chicago than the carcass is in the New York market, and the reasons aren't hard to find. Even compared to a year ago, the pelt credit to the packer is off about \$1. Other credits for offals from slaughter are off about 25 or 30 cents. Packer labor costs, as we all know, are up. Speaking again of one packer, having seen his figures, he has had a 20 cents an hour increase in his wage costs during each of the last five years. These wage costs are making it less and less profitable for the slaughter credits to cover his

operating cost and to return to you that traditional value of the lamb equal to the Eastern market value of the carcass.

I think there are problems from the point of view of the packing segment of the sheep industry—that is, the packer who must handle your product—that are concerning the packer just as much as they are concerning you. Again, these are subjects that I think ought to be put under the microscope and studied for your benefit and for the packers' benefit. And I think you would find the packer just as anxious to study them as you are.

### Question of Retailing

Now for the question of retailing lamb. Preparatory to coming here, I tried to talk to some of these folks. I find that, likewise, they do not consider lamb to be a profitable item. It is small volume; it has limited demand in most markets; it involves considerable labor in the back room of the retail store. Retailers are experiencing a very poor balance of demand for the different cuts from the carcass, and a great many retailers would rather not handle lamb—all of which indicates that they don't find it profitable.

Again I looked back at the government figures for the last five or six years. I found that the value of the retail cuts from a 100-pound lamb in the New York area have averaged \$29.08. The cost of the carcass in the New York wholesale market averaged \$22.58, leaving the retailer a gross margin of \$6.50 for handling the lamb. Note I say "gross margin." \$6.50 divided by the \$29.08 that he received from it indicates that in the New York market for the last five years, the average markup for the retailer was 22.4 per cent. These same retailers operate on the principle that they need a 25 per cent markup to run their meat department as a whole. They don't get it on most of the fresh meat items. They do handle beef on a lower markup than they handle lamb. The same government figures provide information that against a 22.4 per cent markup on the lamb, the retailers are handling beef for an 18.4 per cent markup. There is a real reason why they do have a lower markup on beef. It is that beef is the single most important item in the retail store. It is one item among 5,000 items in today's supermarket, but it produces about 10 per cent of the total sales of the store. For something that is this important to them, it is obvious that they do a very special job of pushing the product—even to the point of taking narrower margins on it, to keep the price as low as they can, to attract large volume of sales. They can't do the same thing with lamb because lamb is a small-volume item. Retailers are sell-



ing a little over twenty times as much beef as lamb. Even when they run specials on lamb, most retailers have found that lamb is not a very big traffic builder.

Currently, these retailers are running into very serious problems with the rough cuts from the lamb carcass. This is the breast, the flank, the shank and the neck. For the stew meat or the lamb patties that are perfectly delightful products cut from these rough cuts, they require labor in the cutting room of the retail store that is almost equal in cost to the retail value of the products.

The U. S. Department of Agriculture experienced this problem this last fall when they put out requests for bids for ground beef and ground lamb for the school lunch. They were offered all the ground beef they wanted at prices ranging fractionally on either side of 40 cents a pound. They bought all the ground beef they wanted at 40 cents a pound. They were offered no ground lamb at under 60 cents, and they bought no ground lamb because of the price difference. But the carcass costs to the people who would have been producing the products were about the same for lamb and for beef.

The problem centers on labor costs. It doesn't make any difference whether the labor cost is in the packing house or in the back room of the meat market. Those labor costs have now reached the point where they are over a nickel a minute. And there is a question of how much work you can afford to put into a product—for instance, boning out lamb breasts—when that is the kind of labor cost you are up against.

#### Cut-out Figures

Looking again at what the retailer takes out of the lamb carcass, I wish I had much better information than I have. I went to our meat laboratory back at the university and I asked them to give me the cut-out figures on a 50-pound lamb carcass—50 pounds for easy figuring. I think you might be interested in what these show:

The leg, 33 per cent of the carcass, but 32 per cent when trimmed out for retail. The loin, 17 per cent of the carcass, but trimmed out into salable loin chops at 11 per cent of the carcass. This leaves the flank, 2 per cent, and the kidney and suet, 4 per cent, which will have little salvage value.

From the fore end of the carcass, the rack, about 12 per cent of total weight, but trimmed out into rib chops, about 11 per cent of the carcass in trimmed weight. The square shoulder cut with the neck on, equals about 24 per cent of the carcass, out of which about 16 per cent would be trimmed out arm and

blade shoulder chops. This leaves a knuckle and neck about 8 per cent; the breast about 11 per cent; and the fore shank about 3 per cent. The breast, neck piece, and fore shank, on the whole, have about a nickel a pound value before the retailer starts putting the labor into these items.

#### In Summary

In summary there is about 70 per cent of the carcass in the four retail cuts of the leg, loin, chops, rib chops, and the square cut shoulder. This 70 per cent has to carry the lamb.

Suppose we take a \$40 per hundred carcass and divide it through by this 70 per cent cut-out. On this basis, a pound of lamb (retail weight) has cost the retailer 57½ cents. Suppose that on this he tries to get the normal 25 per cent markup that he wants from his meat department to cover his costs and leave him something net for running his meat department. That brings the average retail price of the 70 per cent of the carcass up to 76½ cents a pound from the \$40 carcass.

Based on this average, I have put some consumer prices alongside of the four major cuts. If he could get 73 cents for the leg, if he could get \$1.09 for the loin chops, if he could get 89 cents for the rib chops, if he could get 47 cents for the shoulder chops, and if he could get, before the work put into it, a nickel for the breast—he would just about balance out on his cost with a carcass at \$40 per cwt. Any price he takes which is less than the 73 cents for the leg, \$1.09 for the loin chops, 89 cents for the rib chops, and 47 cents for the shoulder chops, will have to be taken out of his margin; or will have to come from the rough cuts beyond what most retailers are able to realize; or will mean that he has to buy the lamb cheaper. That is about the position the retailer is in based on the figures that I got from some of them last week. I presume it is not typical of all retailers' figures. The sample is too small. It is certainly true that we need more information about retail cut-out, retailer margins, and retail realization than we have at present.

I want to ask you one question about the lamb business which is bothering me very much. It is whether such a small-supply item as lamb has come to be as successfully merchandised in the same manner as a high volume item like beef. For example, when you ask these retailers to cooperate with you and to move more lamb, to put on a lamb special, there is only one way that they can come out with a special that is going to attract customers into their store. That is to price the lamb at special

prices. When you get the merchants to tie into your promotion efforts, it means specials and it means lower prices at retail.

There are few suppliers of these lambs to whom a retailer can go. The retailer goes to them and pressures for a price. This kind of thing doesn't work on a product where there is a thick, high-volume market as there is on beef. But I wonder how it works where the product has as thin a market as prevails for lamb. With the retailers looking to only a half a dozen suppliers, more or less, they can easily get a supplier over the barrel by saying to him, "Well, if you don't sell your lamb to me, where are you going to market it?" And I wonder if the price does get squeezed, mainly because it is small volume and there are few operators in the market. I am not being critical of any participant in that market. I am only saying we lack information. The market may work this way.

Now, if this is true and we get 59 cent legs back in the East, as we did last week, and this gets to be the price of lamb legs, how do you get the price back up to 79 cents? And when more and more families are buying for their home freezer, as my family buys, don't many families continue for weeks to eat the special-price lamb?

#### Lamb Not Mass-Volume Item

My point to you is that lamb, at 4.5 pounds per capita, has come to be a specialty item. It is not a mass volume item. And I have a strong suspicion that it cannot be merchandised like a mass volume item. I think that there just isn't enough of it to justify a mass push behind it. But again, I don't know. This question, like so many others, very much needs to be studied.

Another point that has caused a great deal of comment—a great deal of concern—is the question of imports. They have increased to a much higher level than has prevailed in the past. But there are two reasons why I am less excited about the imports than some other people seem to be. First, about 80 per cent of the imports of lamb and mutton have been mutton. They are more competitive with cow beef than they are with lamb. They go to the sausage business.

Excuse my straightforward talk, but I didn't come here to hide facts. There has been much talk about the impact of imported mutton on the domestic ewe market. Well, our domestic ewe market is again a sausage market. Imports of boned mutton are larger than the whole domestic production of this product.

This is true, but the imports of mutton, even at the level of these last two years, have been less than 1 per cent of the domestic production of all sausage meat. It isn't the imports of boned mutton that make the market price for domestic ewes. Rather, the price-making factor is the supply of all sausage meat. Another reason your ewes are so cheap is the high cost of boning out 25 pounds of boned meat per ewe. This is a lot more important than imports which could have an impact on the domestic market for sausage meat only about in proportion to the percentage that imports are of the total domestic sausage meat supply. This is about 1 per cent. The imports really are not your major price-influencing problem on mutton.

When we come to lamb, even the lamb imports of the last two or three years have been only 1.0 to 1.5 per cent of domestic production. Again, these imports have been relatively minor as a price influence.

There have been questions about the local impact of these imports, coming into certain markets and hitting a particular market at a particular time of year. That is a more significant question. There is the question of the seasonality of the imports. Do they come at a time to help you or hurt you? The volume hasn't been particularly important on the domestic sheep industry—on the price received for the domestic product. While the Tariff Commission gave you the most silly reason that anyone could conceive, the logic back of their decision that the imports have not had much impact on the domestic market was right. That is an unpopular view. Maybe I should find a back door out of here. But maybe this should be studied more objectively than it has been.

On the other hand, I sometimes wonder if a greater quantity of quality imports might not actually be helpful to the domestic industry—simply provide supply to get more people to eat more lamb. I would want to study this question more before I seriously made it as a suggestion to you. But the comment is based on the principle that you can't sell what you don't have. We only have 4.5 pounds of lamb per person per year—not much supply on which to build a market.

Let me summarize quickly. Here are obviously many questions. And I no longer have to tell you that I know little about the sheep business. That is probably painfully obvious. But I find in talking to you who are sheepmen that you also have lots of questions and few answers. So I want to seriously raise a question with you as to whether or not our sheep industry doesn't need a fact-finding study just as bad as the cattle industry needed such a study

when it started three years ago? This isn't only because I had the privilege of working on the cattle study, but because when the cattle studies started we were asking lots of questions to which we had no adequate answers. And I find the sheep industry in precisely the same situation today. I wonder if you don't need, and need badly, an unbiased and objective study of this whole business, from the ranch right through to the consumer? What are the problems that are road blocks to a more successful sheep industry? I think that this study ought to be done by a committee of you who are sheep producers. You will then, of course, need to hire some technical assistance. The study ought to cover all segments of the business—production; even more on marketing, including live marketing, slaughter marketing, the operations of the packing industry as related to lamb,

the whole question of retail distribution. But the job ought to be done by, and ought to be financed by, the producers. Others are interested in the studies. I am sure—in fact, I know perfectly well—that others like the packers and the retailers would certainly cooperate with you. But it is basically your problem. These are your questions. I think you want them answered with all the lack of bias and all the impartiality exhibited by the man who wrote the "Unbiased History of the Civil War from the Southern Point of View." You do want it unbiased but you want it done in the name of your interest in the business.

It has been a real pleasure to be with you. I hope I have not been too obnoxious. I have tried to raise some questions that I do hope will contribute usefully to your thinking about the problems.

## Lambs On Feed Down 2 Per Cent

THE number of sheep and lambs on feed for market on January 1, 1961, was 2 per cent less than last year, according to the U. S. Department of Agriculture. The number is estimated at 4,255,000 head—66,000 head less than a year earlier.

The average price of good and choice feeder lambs at Denver averaged \$16.48 per 100 pounds for the week ending October 8, 1960. Prices were about the same in late December averaging \$16.50 at Denver during the week ending December 31, 1960.

Weather conditions to January 1 in most parts of the country were favorable. Forage in the West was significantly improved during November. Wheat pasture has been mostly good for fall and winter grazing in the Southern and Central Plains, but wet fields have limited grazing to some extent. Feed supplies were generally abundant in the Corn Belt.

### Corn Belt States Unchanged

In the north central states 2,540,000 sheep and lambs were on feed, less than one per cent below the 2,552,000 head on feed, January 1, 1960. The sharpest decline was in Nebraska where numbers were 13 per cent below the previous year. Other decreases were: South Dakota, 6 per cent and Illinois, 3 per cent. States showing no change were Ohio, Michigan and Iowa. Increases were as follows: Indiana, Minnesota, and North Dakota, each 10 per cent; Kansas, 7 per cent; Wisconsin and Missouri, each 5 per cent.

Shipments of feeder sheep and lambs into eight of the Corn Belt states for

which data are available totaled 2,216,572 head from July through November, 1960. This was 12 per cent more than for the same period of 1959. However, total commercial slaughter in U. S. for September through November was 11 per cent above the previous year. Federally inspected slaughter for December was about 5 per cent above the previous year.

### Western States Down 6 Per Cent

Sheep and lambs on feed in the 11 western states totaled 1,409,000 head—6 per cent less than the 1,494,000 head on feed a year earlier. Decreases were shown in Idaho, Colorado, New Mexico and California. These decreases were only partially offset by increases in other western states.

In Colorado, the main feeding state, the 540,000 head on feed January 1 was 3 per cent less than the 555,000 head on feed a year earlier. In California the number of sheep and lambs on feed at 289,000 head was 20 per cent less than the 361,000 head on feed on January 1, 1960.

### Sheep and Lambs on Feed In 7 States

Sheep and lambs on feed for market in 7 major feeding states totaled 2,442,000 head on January 1, 1961—6 per cent below the number on feed January 1, 1960, but 2 per cent more than were on feed November 1, 1960 in these states. Increases from November 1, 1960 were 27 per cent in Kansas and Texas; 5 per cent in South Dakota; and 4 per cent in Colorado. Decreases were 11 per cent in Nebraska; 5 per cent in California; and 2 per cent in Iowa.

## In Memoriam . . .

**W**ALTER Philip Hubbard, prominent South Benton County, Junction City and Monroe, Oregon sheep breeder, died December 22 following severe internal injuries suffered in a farm machinery accident. Mr. Hubbard was born August 31, 1893 at Hopewell, N. Y., a son of J. C. S. and Georgia Henry Hubbard. The family moved to Oregon in 1905. Walter P. Hubbard attended Oregon State College. He married Vera Thomson on January 25, 1922.

For many years Mr. Hubbard has been a breeder of top quality registered Hampshire and Suffolk sheep and in later years an enthusiastic Hereford man, developing a fine herd of this breed.

Mr. Hubbard was a familiar exhibitor at leading shows in the western states and Canada where he won many prizes, championships and trophies. He was also a well known figure at the National, California and Willamette Valley ram sales. Twice he had judged the Hampshire and Suffolk sheep classes at the International Livestock Exposition in Chicago.

For many years he was a director of the American Suffolk Sheep Society and president for two terms.

Survivors include his widow; a son, James, a student at Oregon State College; a sister, Mrs. John Heim, Portland; two brothers, Anson C. of Harrisburg and Chauncey M., Junction City and Monroe.

**J**OHN Arthur Jaekel, last range sheep operator in Klickitat County, Washington, died December 7 at 78 years of age.

Mr. Jaekel was born January 15, 1882, at Centerville, Washington, to John and Christina Jaekel. His family came to Klickitat County in 1874. The fifth child in a family of ten, he received his education in Centerville and a business college in Portland, Oregon. He married Lena B. Geer in Goldendale, May 31, 1910.

Mr. Jaekel was active in the sheep business with his sons until poor health forced his retirement.

He is survived by his wife, two sons, Arthur N. and James W.; two daughters, Mrs. Otis Smith and Mrs. Lewis Lyon, all of Wishram, Washington; two brothers, James R. of Goldendale and Albert O. of Maryhill; one sister, Ida May McGill of El Cajun, California; five grandchildren and three great-grandchildren.

**C.** W. (Dink) Wardlaw, 46, prominent Del Rio ranchman and wool warehouseman, died of a heart attack January 11 while enroute to the funeral of his uncle, Malcome Black Wardlaw.

Mr. Wardlaw was elected first vice president of the Texas Sheep and Goat Raisers Association at the convention in December. He would have been named president in 1961.

He was president and general manager of the Producers Wool and Mohair Company in Del Rio, a post he had held since shortly after the death of his father, C. B. (Dutch) Wardlaw, in 1954. The elder Mr. Wardlaw served as president of the National Wool Growers Association from 1940 to 1943.

C. W. Wardlaw was born in Del Rio and attended Southwestern University in Georgetown. He married Mary Ellen Brule in 1937. He and his brother operated sheep ranches and produced one of the area's larger clips of wool and mohair. They have been leaders in range conservation work and irrigation development.

Survivors include his widow; his mother; three daughters, Nan, a student in a San Antonio business college; Linda, a freshman at Southern Methodist University in Dallas, and Mimi, attending school in Del Rio; a son Martin, a student in Baptist Academy, San Marcos; two sisters, Mrs. Lister Brumley and Mrs. Lloyd Carter of Del Rio; and a brother W. H. (Walt) Wardlaw.

## State Legislature Requires Constant Attention

**T**HE months of January and February on the odd years here in New Mexico are always busy months for the wool growers. On the second Tuesday of January on these years the New Mexico Legislature goes into session. As the people of agriculture become more and more of a minority, we have to work harder and harder to keep adverse legislation to our industry from eliminating us completely.

This year one of the big issues in the legislature is a great hue and cry from different sources that the rancher is using the trust school lands for nothing. This situation is aggravated by some editors and columnists who know nothing about the situation, but put them-

**M**ALCOME Black Wardlaw, Ballinger, Texas rancher, died January 9 following a stroke.

Mr. Wardlaw was born September 29, 1884, in Falls County, Texas. He attended school in Ballinger and also Texas A & M. He married Stella Evans November 2, 1907.

Mr. Wardlaw was one of six brothers, all of whom became well-known in the livestock industry. One was the late C. B. (Dutch) Wardlaw of Del Rio, ranchman and wool warehouseman. The others, all still living, are L. J. (Judge) Wardlaw of Fort Worth, a former chairman of the Texas Livestock Sanitary Commission; L. B. (Cooter) Wardlaw, Del Rio ranchman; Jake Wardlaw, Sonora ranchman; and Newt Wardlaw, Waco stock farmer.

selves up as authorities on the subject. We have already had a bill introduced in the house that would raise our state lease rental 500 per cent. I know of two other bills that will be introduced that will be even more unreasonable than the one just mentioned.

This situation and many others that will be confronting us during the coming years only point up the fact that we have to have a strong organization, statewide and nationwide. If these organizations are to do the job cut out for them, they will have to be well financed and have the cooperation of all of our members. There will be no short cut to victory on the issues ahead. If we are to keep our place in the sun we are going to all have to pull together. I am reminded of the old slogan, "If we don't hang together, we will hang separately."

February 5-7 are the dates of the New Mexico Wool Growers convention. We are having this year's convention at Roswell, New Mexico. This is the first time in many years that the convention has been held away from Albuquerque. We are going to have an excellent program and hope to have a good attendance. As usual, the wool show and Professor P. E. Neale's (New Mexico State University) wool school will be the highlights of the convention. Also Dean W. L. Stangle of Texas Technological College will be a convention speaker, among many others. Penrose Metcalfe, president of the National Wool Growers Association, will also be on hand to bring us up to date on what is going on at the national level.

—W. E. Overton, President  
New Mexico Wool Growers, Inc.



## Washington Items . . .

### Wool Act Extension

WYOMING'S new Senator Hickey, joined by Senator McGee, also of Wyoming, on January 17 introduced S. 454 to extend the National Wool Act to March 31, 1965. It has been reported that the bill was introduced at the request and with full support of Senate Majority Leader Mike Mansfield.

The bill was laid on the table until January 27 to afford an opportunity for other senators to join as co-sponsors. All state associations having representatives at the NWGA convention in Denver contacted their senators urging that they join as co-sponsors. The NWGA also made several contacts to assure as many co-sponsors as possible.

### Australian Live Lambs

THE U. S. Department of Agriculture will not grant permits for any more live lamb imports unless certain requirements are met. These include hard surfacing of quarantine areas in such a manner as to permit control of drainage and also proper cleaning and disinfecting. Also all lambs will have to go through an arsenic dip upon arrival (for itch mite) which is in addition to the dipping requirements in Australia prior to shipping. Roofing must be provided where all sheep can lie down at one time and this particular area must include water and feed troughs. A control building must be provided at the entrance of the quarantine area which is to include locker space and shower facilities. Also separate post mortem facilities must be provided, with drainage to include a sewage system.

These stringent requirements were set up in conformance with recent recommendations of a review group and are in addition to all previous requirements.

### Wilderness Bill

SENATORS Anderson (New Mexico) and Jackson (Washington) have introduced S. 174 to establish a National Wilderness Preservation System. It contains no substantial changes over S. 1123 of the last Congress, and still authorizes a blanket wilderness system in advance of adequate land use studies and determination of possible adverse effects on the economy of hundreds of western communities. The Resources Development Council, of which the NWGA is a member, is attempting to have hearings held in the West.



## NEWS FROM

### Woolens and Worsteds of America

ONE EAST 42ND STREET, NEW YORK 17, N. Y.

THE recent Golden Jubilee Convention of the International Association of Clothing Designers marked a new high-point in cooperation between various elements in the wool and apparel industries. The superb participation of Woolens and Worsteds of America with the designers' group, and the recognition accorded the woolmen's organization demonstrated a new and important era of joint action.

Designation of "The All-American Look" in men's fashion for fall, 1961 by the IACD was due largely to the conferences held with WAWA during the past year. The entire mood of the program was one in which the realization that all elements of the wool and apparel industries must be aware of their responsibility to "promote American" was predominant.

An open letter from George Ott, president of WAWA, together with a WAWA membership list was given each designer and manufacturer at the IACD fashion show and breakfast on January 5. The IACD program gave generous credit to WAWA which comprises all segments of the wool industry. "The International Look," after discussions between officials of IACD and WAWA was presented as "The American International Look" and was so reported in the press.

The outstanding contribution of WAWA to the sessions was the speech of William Kent, WAWA vice president, at the luncheon on Friday. Mr. Kent told his story forcefully, simply and powerfully.

"Retailers in the United States," said Mr. Kent, "must take stock of the notion that imports are more glamorous than products of our home industries whose paychecks keep their cash registers ringing. They must realize that the label 'American-made' makes American customers."

The point was made clearly in Mr. Kent's speech, that the problem faced by designers was quite similar to the one faced by the wool growers and mills. The man who buys a suit manufactured overseas because it bears an imported label, and the man who looks for imported woolens are being equally duped.

Mr. Kent pointed out that American woolens are among the best in the world and that American designers are best equipped to know the tastes, needs and desires of the American consumer.

Another WAWA member, Roger New-

ell, vice president of Cyril Johnson Woolen Company also participated in the program. He was an excellent commentator for one of the three segments of the fashion presentation.

The feeling of cooperation and friendship that had been established in the face of a common problem was illustrated by the verbal credit afforded to WAWA by the president of IACD in the course of his remarks.

A further example of the successful relationship between the two associations is indicated by the "exchange of membership" effected by the groups. The IACD is now an associate member of WAWA and WAWA attains the same status in the IACD.

Of more satisfaction to the wool men were the frequent references to American woolens, American worsteds and American woolen mills. It was obvious that the assembled talented designers personally showed a marked preference to the products of American growers and American mills.

Perhaps WAWA's accomplishments during the past years were illustrated best at their exhibition booth. The American wool map blanket, the informative booklet, "American Wool Round-up" and an extensive exhibit of publicity material explained in depth the philosophy and approaches of Woolens and Worsteds of America. The total picture was one of an industry determined to help itself.

Woolens and Worsteds of America has maintained from its inception that all American industry will have to deal, ultimately, with unfair competition from inferior goods produced by low-wage countries. Competition, by the way, from industries, many of which were initiated after the Second World War with American aid.

It is the position of WAWA, and one with which the IACD concurs, that screaming for government protection is not enough. The American wool industry is "helping itself" by initiating intensive educational programs to convince the consumer that an "imported" label on a wool product is not synonymous with high quality and that American woolens and worsteds are among the finest in the world.

The success of WAWA's continuing campaign was never more apparent than at the convention of the IACD. This united effort on the part of two major industry associations promises even greater advances in the year ahead.

## TSGRA Representatives Attend Research Conference

**R**EPRESENTATIVES of the Texas Sheep and Goat Raisers Association recently attended a conference on sheep, goats, wool and mohair at College Station, Texas. The conference, held on the campus of Texas A&M College, thoroughly reviewed the research and extension work now being conducted and under consideration for future action by extension and research specialists. The primary objective of the conference was to determine the programs of research that should be conducted or expanded to produce improvement in the industry.

The TS&GRA has recently developed an awards program to recognize the accomplishments of 4-H and FFA members in county livestock shows. Over 100 silver medallion awards will be given this year to winners in various classes of these shows. This program will expand an annual awards program for 4-H Club members which has been sponsored by the association for a number of years.

We have just held the second meeting of the Texas Import Policy Council which was organized recently largely through the efforts of our association. The council, comprised of many Texas industries threatened by imports, is an effort to create a workable organization to combat this serious matter. We feel

that with a group of affected industries working together, we all will have a larger voice in calling the attention of our governmental representatives to the plight of our industries. J. B. McCord, Coleman, Texas, past president of our association, is temporary chairman of the council.

Plans are now in the final stages for the second annual Texas International Wool and Mohair Show to be held in San Antonio, Texas, February 10-19, 1961. This has proven to be an outstanding show which has been well received by the public. It is reported that at peak periods during last year's show, over 400 visitors passed through the exhibit building each hour. The TS&GRA and its Ladies' Auxiliary plan to sponsor two booths presenting the various phases of our promotional work.

As of this writing, winter range feed conditions are well above normal with good prospects for early spring grazing. Stock are showing some light seasonal shrinkage; however, are wintering in much above average condition.

It is with much regret and sorrow that I must mention in closing the passing of our good friend, longtime member and first vice president, C. W. (Dink) Wardlaw of Del Rio Texas. I am sure that Dink was well known to many of you. He was one who gave invaluable service to his association as well as the wool and mohair industry. Certainly his loss can not be adequately expressed by words.

—Charles Schreiner, III, President  
Texas Sheep and Goat Raisers  
Association

sponse from the public, stores, schools, newspapers, radio and TV personnel.

In 10 months of 1960, we had publicity covering our activities, of approximately 4,072 different newspaper articles, with 22,890 column inches, about one-third of these having pictures and many of them on the front pages of the newspapers. We had about 13,000 minutes of radio interviews and talks on wool and lamb. The TV stations gave us 3,300 minutes for our models in wool and our women talked about wool and lamb in schools and clubs and other places 1,889 times. They made 275 floats and exhibits at fairs and parades.

### Appreciation

We wish to express appreciation to the many cooperative and loyal people who have recognized the worth of the work we're doing, to the prize donors, the directors and staff of the ASPC and to the officers of the National Wool Growers Association, who have helped us morally and financially. We would especially thank Mr. Josendal and Mr. Marsh and his staff. In the past two years we have accomplished a great deal toward making our organization and operation more efficient and this is due, greatly to the interest and cooperation of the National Auxiliary officers and chairmen. We wish to extend thanks to them. Our most humble appreciation goes to the presidents, contest directors and chairmen of the states, who have done the really important work of good public relations and education for wool and lamb.

And last, but not least, I wish to thank my husband and all the patient husbands whose wives work in the auxiliary. My husband has, without complaint, cooked his own breakfasts and eaten in restaurants while I have been away. Fourteen years ago, when I started this work, spending my time and his money, he said, "That's our contribution to the wool business." However, I think his sense of humor and generosity have been tested, though still holding up, as when, last year at the convention in Texas I received a telegram which said: "The dishes are all dirty and the sheets are beginning to smell—what do I do now?"

I will be watching with interest the future program and success of the work of the women of the auxiliary. Thank you all.

*Evans . . .*

*(Continued from page 27)*

ule of appearances for Miss Wool over their state. Missouri presented Miss Wool at the American Royal Horse Show in Kansas City.

In lamb promotion, under the enthusiastic and able chairmanship of Mrs. Delbert Chipman of Utah, all the state chairmen arranged to serve lamb, tastefully cooked, to young people or educator groups with films, lectures and recipes given in connection. Thousands of the ASPC recipe folders were distributed by this method. Nearly all of the states conducted a 4-H cookery contest with awards at the county and state levels and presented before large crowds. To mention a few of the things done in lamb promotion, in New Mexico, 320 school children were served lamb at a cost of 12 cents each. Auxiliary women in Wisconsin barbecued

400 pounds of lamb for 750 delegates of the National association of Student Councils. The lamburger booth in Washington sold enough lamb to make a profit for their work of \$1,100. Nebraska served "Hobo Lamb Dinners" to 400 4-H conservation winners. An "All American Lamb" painted red, white and blue for a booth at a fair in Minnesota was used in a television show. California women tied in with Montgomery Ward's rotisserie demonstration and served barbecued lamb to over 1,000 people. Utah served 2,000 at their Fountain Green day. Our lamb promotion is carried on in an area where it will do the most good by creating a liking for lamb in young people.

Through these three promotions, we have had the cooperation of publicity media because of the local, personal interest in the communities and because the women working are known locally and, therefore, receive a greater re-

## This Month's Quiz . . .

(Continued from page 37)

I think that more advertising on our present laws would stop some of the sheep stealing. Some people think they are fair game.

Just heard that someone in this area has a few of our sheep now. It is a touchy situation but we are going to have to do something.

—Omar Moffit  
Brothers, Oregon

**THIS** may seem very crude, but it does seem that many legal officers are so politically involved nowadays that they are not in a position to do much.

I believe that it is up to the individuals involved. We certainly can not afford to continue paying tax for protection of our property. I therefore, believe that sheep gatherers should be dealt with by the property owner in any way he sees fit.

Our legislature should provide bills to protect the property owner if such drastic measures must be taken.

The legal "red tape" has provided a perfect situation for sheep gatherers and other similar illegal possession of properties.

The legal officer must be well chosen, paid adequately, and protected.

—Frank Helmle  
Chinook, Montana

## Convention . . .

(Continued from page 12)

to capacity audiences. Forty-two contestants from 21 states again demonstrated their sewing skill with lovely all-wool dresses, coats and suits.

Rounding out the social activities, the National Wool Growers Association hosted a "coffee bar" the last morning of the convention. Coffee and sweet rolls were served to the early-risers prior to the beginning of the final convention session.

### Identification Badges

The Pendleton Woolen Mills of Portland, Oregon, again furnished attractive badges for convention delegates. Printed on wool cloth, the identification tags depicted the Colorado state capitol building and a flock of sheep. Carrying on their excellent support of the wool industry, Pendleton has supplied convention badges for several years past.

# Around the Range Country



Around the Range Country gives our readers a chance to express their opinions about anything pertaining to the industry or about life in general. In offering this space for free expression of thought, The National Wool Grower assumes no responsibility for any statement made. The statement about the condition of pastures is taken from the U. S. Weather Bureau report for the week ending January 23, 1961.

## PASTURES

**TEMPERATURES** continued above normal from the Pacific states to the Great Lakes and virtually eliminated any remaining snow cover. Pastures and ranges furnished good winter forage in the far Northwest, where moisture supplies were adequate. Continued lack of snow cover in the northern Great Plains permitted extensive grazing, which took pressure off short hay supplies. The mild, open weather was ideal for winter wheat pasturing and harvested field utilization in the central Great Plains area. Ranges continued in poor condition in the southern Great Plains, however.

Winter ranges provided little or no feed in Utah and Nevada, where temperatures were above normal and all of January was extremely dry. With no snow cover, extensive winter killing on ranges is expected and grim prospects of a drought are possible. Pastures also continue dry in California.

In the southeastern part of the country, heavier supplemental feeding was necessary as cold, wet weather held growth to a minimum. The relatively mild winter so far has allowed scattered grazing in the Corn Belt. Cold weather and snow have confined livestock to barns and yards in the northeastern area.

Lambing, calving and farrowing are under way in most parts of the country. Weather conditions have been excellent for the early lamb and calf crops throughout the West. Calving was reported about 80 per cent completed in several areas in Texas. Livestock are wintering well so far and most animals are in good shape.

## COLORADO

Walden, Jackson County  
January 10, 1961

We have had cold, clear weather for the last month but forage on the winter range is snow covered. We have been doing supplemental feeding since November.

Most of the sheep flocks in this area are in good condition.

Our breeding flock consists of about 700 head, a bit smaller than last year. We run our operation on fenced land so do not have any herder problems.

The cost of our operation is about 5 per cent higher than a year ago.

—Fred E. Brands

Redvale, Montrose County  
January 11, 1961

Our weather has been cold and dry lately, but the ground is covered with snow and we have had to do supplemental feeding since the first of December. We are having to do more supplemental feeding this year than we did a year ago.

Forage on the winter range looks fair and sheep flocks in this area are generally in good condition.

Our breeding flock is about 5 per cent larger than last year, but we are feeding no lambs this winter.

Alfalfa hay is selling for \$30 to \$35 per ton. There has been no contracting for wool and no yearling ewe sales.

Our concentrated feed consists of locally made pellets and shelled corn.

Worms are beginning to cause a lot of trouble in range herds. Good herders are scarce and many outfits are fencing. Coyotes have been more numerous than they were in the 1940's.

Our 1960 costs of operation were up some from 1959. Wages are up 10 to 15 per cent. Costs compared to income show considerable squeeze. We have formed a local marketing association in an attempt to get more bargaining power.

—William E. Bray

## IDAHO

Twin Falls, Twin Falls County  
January 16, 1961

We have had very mild weather, no snow and the temperature right at the freezing point and up. We've begun supplemental feeding of our flocks and they also run in the fields. We are

The National Wool Grower



doing about the same amount of supplemental feeding as last year.

We use rolled mixed grain and beet pulp as winter concentrate.

Sheep flocks in this area are in good condition. Our breeding flock is about 5 per cent smaller than last year's.

Baled hay sells for \$22 a ton in this area.

The cost of operation during 1960 was higher than that during 1959.

—Gary Custer

#### **Caldwell, Canyon County January 12, 1961**

There is not as much fall forage this year and we have had to do more supplemental feeding than a year ago. We use beet pellets and oats. The weather has been mild in this valley with only light snow that melted quickly. We use Checkerboard mineral as a winter concentrate.

Sheep flocks in this area are in about as good condition as other seasons.

Loose hay sells for \$22 and baled for \$25 to \$28 in this area.

Our breeding flock was smaller this year. We're lambing now and have more singles than last year. We started lambing in December and are over half lambled now.

We had our third crop of alfalfa sprayed for aphids. The liquid spray was guaranteed not to affect stock but several ewes have given birth to dead lambs. The Caldwell experiment station found no virus.

—Lester DeBoard

#### **Murtaugh, Twin Falls County January 11, 1961**

Our sheep are in very good condition at the present time. We enlarged our breeding flock this year.

The winter range is very dry. There has been no moisture for the last twenty days. The temperature ranges from 10° to 15° at night and 30° to 40° during the day, the ground has stayed frozen.

We are doing about the same amount of supplemental feeding as usual this year. We use pellets, and pasture on the farms neighboring us.

Baled hay is selling for about \$22.50 per ton stacked at lambing sheds.

At present we haven't any sheep disease problem. We've had good luck finding herders so far, and the coyote numbers are about the same.

—Kent Davis

#### **Filer, Twin Falls County January 8, 1961**

My breeding flock is smaller this year. The sheep business looks uncertain, with profits cut to the bone. I'm not feeding any lambs this winter.

Sheep flocks in this area are in average condition for this time of year.

My sheep are on full feed of hay. I am doing about the same amount of supplemental feeding as last year. Our weather has been cold and dry—no snow below 4,500 feet.

Baled alfalfa hay sells in this area for from \$18 to \$23. There have been no recent sales of yearling ewes; the last sold averaged between \$18 and \$22 per head.

There are very few good herders available around here.

The cost of my operation is just a little higher each year with receipts a little smaller. In 1960 lambs averaged three cents less than in 1959. Some sheep operators are changing to cattle; in fact, most of the big operators have some cattle as well as sheep.

—O. F. DeKoltz

#### **St. Anthony, Fremont County January 10, 1961**

The winter range is in good condition. We've had cold weather but not enough snow to hamper grazing.

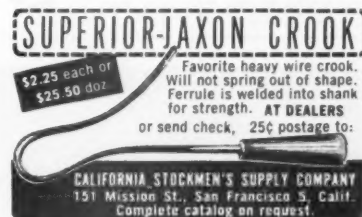
We started pelleting on January 6 using pellets made from our own grain formula. We have fed less this year because of early fall rain and not much snow.

Sheep flocks in this area are in better shape than usual at this time of year. Our breeding flock is about the same as usual but there has been some disposal of range flocks this fall.

In this area alfalfa hay sells loose at \$15 to \$18 and baled at \$20 to \$23. There has been no contracting or sales of 1961 wool in this area. One clip of about 5,000 fleeces of 1960 wool sold recently for 42 cents. There have been

no sales of yearling ewes since October. The price on crossbreds was \$20 a head at that time.

The herder situation is poor. There are very few young men learning to herd. We have had more coyotes recently than we have for several years.



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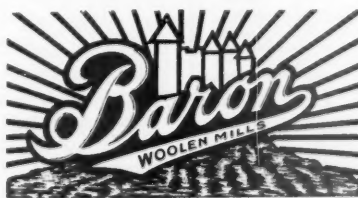
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The cost of my operation was higher in 1960. Mainly because alfalfa was \$25 per ton as compared to \$10 to \$12 in 1959 and lambs were worth about \$1.50 per hundredweight less. Most outfits in our section operated at a loss in 1960.

—G. E. Davis

## MONTANA

**Chinook, Blaine County**  
 January 10, 1961

Flocks in this area are in fair to good condition at present. Forage on the winter range looks pretty good, too. The weather has been dry and windy. We have done a little supplemental feeding but less than last year. We are using molasses cake and barley as concentrated winter feed.

Our breeding flock is about the same size as it has been in the past. We are wintering 1,500 ewe lambs.

Loose alfalfa has sold for \$20 in this area and baled for \$25.

We have had occasional trouble with apparent vibriosis; however, this has not been a serious problem.

The herder situation is not good. We need younger men or fenced pastures. Coyotes have been more numerous.

The cost of operation in 1960 is much higher than 1959. Wages, state land, taxes, rented grazing and supplies are all higher.

—Frank Helmle

**Deer Lodge, Powell County**  
 January 10, 1961

Our flock is gaining out on the range. We rented pasture from a 16 section chunk of land all under one fence and run a band of 350 ewes loose with a bunch of cows. They seem to be doing very well.

The weather has been mild and thawing and the condition of forage on the range is good. We have not done any supplemental feeding so far this year.

The size of my breeding flock is larger by about a hundred head this year.

—William Helborg

## NEVADA

**Fallon, Churchill County**  
 January 10, 1961

I have a ranch flock of 100 head. The cost of operation in 1960 as compared with that of 1959 on the ranch flock basis was about the same.

The condition of forage on the winter range is poor on the deserts. Our weather has been dry and cold.

I haven't done any supplemental feeding. My flock is on winter wheat.

Hay sells in this area for \$27 a ton chopped and baled.

The ranch flocks are in good shape for this time of year. There are no range sheep here.

—Charles Frey

**Uvada, White Pine County**  
 January 12, 1961

I have recently lost some sheep due to poison weeds, coyotes and cats. We pay the Taylor Grazing Service to keep these things under control. Some Utah sheepmen south of my range have also been losing sheep.

What snow we have had is just about gone. What's left is frozen so hard the sheep can't get through it.

We are all hoping for higher prices on our sheep and wool to help us pull out of debt and make two ends meet.

Good herders are too scarce and coyotes too plentiful.

—Gustave A. Henriod

## NEW MEXICO

**Vaughn, Guadalupe County**  
 January 10, 1961

The winter range looks fair; but our weather has been cold and we've had snow on the ground since December 7. We've had to do a lot of supplemental feeding—as much or more than a year ago. Considering the weather, the sheep flocks in the area are in very good condition, however. We feed cake (41 per cent) as concentrated feed.

My breeding flock is a little larger than last year.

Baled hay sells for from \$40 to \$45 a ton delivered in this area.

The cost of my operation in 1960 was a little higher than in 1959 on account of heavy feeding.

We have no herder problem in this territory. We are mostly under net wire.

—Arthur del Curto

## OREGON

**Brothers, Deschutes County**  
 January 16, 1961

Forage on the winter range is dry, but we haven't had to do any supplemental feeding yet. We have had a lot of sunshine; just like early spring around here. We use cubes for winter feed and will probably start supplemental feeding soon.

Our sheep are in very good shape. Our breeding flock is larger than last year. We bought about 3,200 more head this year.

The herder situation is fair in this area.

Coyotes have been more numerous because there is no trapper in Crook County.

—Omar Moffit

**Central Point, Jackson County**  
 January 9, 1961

Both the sheep flocks and the winter range are in average condition this year. Temperatures have been normal for this locality, but we are below normal on rainfall.

We have done some supplemental

feeding of hay and oats—about an average amount, as ours is a farm flock and we feed when necessary.

Baled hay has sold in this country for \$25 to \$30, depending on the quality. Some yearling ewes sold earlier for an average of \$15 a head.

We have had some trouble with foot rot in this area. Coyotes are by far more numerous.

The cost of my operation in 1960 was about the same as the year before, except that taxes are continually rising.

—John L. Nealon

#### **Fossil, Wheeler County** January 9, 1961

The winter range is in fair condition but we need moisture badly. Temperatures have been quite low.

I run my sheep on pasture and when feed runs short I feed hay and grain. Baled hay sells for \$25 to \$30 a ton in this area.

Flocks in this section look fair. Our breeding flock is smaller this year.

We have had problems with parasites in our sheep flocks recently. There has been a definite increase in coyotes and cats.

—Virgil Misener

#### **SOUTH DAKOTA**

#### **Nisland, Butte County** January 10, 1961

We have been having good weather recently and the winter range looks fair.

Flocks in this section seem to be in good shape. The size of my breeding flock is smaller this year.

Loose alfalfa hay sells around here for \$17 and baled for \$26.

—Anton Burchard

#### **Bison, Perkins County**

We have done some supplemental feeding of corn this year. This is less than we did a year ago. We have had Florida weather during the last few weeks and the winter range is in fair condition. Sheep flocks appear to be in good condition.

Baled alfalfa sells for \$22 a ton plus hauling in this area.

—Bernard G. Carr

#### **Val, Butte County** January 10, 1961

Our winter forage is in poor condition, necessitating more supplemental feeding than last year.

Sheep flocks in this area are in good condition. The weather has been fair for the last few weeks.

Loose hay sells in this country for \$23 and baled for \$27 a ton.

The cost of our operation was higher during 1960 due to poor forage and the necessity to feed hay.

—Glen P. Casteel

#### **TEXAS**

#### **Comstock, Val Verde County** December 19, 1960

I recently sold my wool short at 43½ cents.

Sheep flocks in this area are in extra good shape. The weather hasn't been too bad and the forage looks fairly good.

We haven't had too much trouble with coyotes, but javelinas are bad killers when they get started. It has been against the law to kill them but they finally lifted that law after the javelinas multiplied until there are thousands of them.

—Levi Hinds

#### **Uvalde, Uvalde County** January 10, 1961

The weather here has been damp and misty with low temperatures. We could surely use some sunshine.

The condition of the winter range forage is fair to good. We have done about the same amount of supplemental feeding. It pays to feed some each year. We use protein blocks and cottonseed meal as concentrated feed. We don't use much alfalfa hay because the freight is too high.

Sheep flocks in this section are in fair to good condition. Most flocks have started lambing or will soon. The size of our breeding flock is about the same as last year.

We have had some difficulty with blue tongue and stomach worms in this area. We always have plenty of coyotes.

I haven't gotten my books back as yet, but with taxes and labor up, and everything else we buy, my guess is that the cost of operation in 1960 is 10 per cent over 1959. Even R. E. A. went up.

—Wrather Holmgren

#### **UTAH**

#### **Aurora, Sevier County** January 12, 1961

We haven't had to do any supplemental feeding. The weather has been dry

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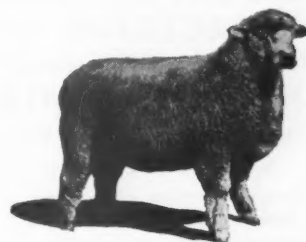
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and cold and the forage on the winter range is in good condition.

Our breeding flock is about 10 per cent larger this year and we are wintering some lambs.

Most of the sheep flocks in this area are in average condition.

Loose alfalfa hay has sold for \$24 and baled from \$28 to \$30 a ton.

There has been a slight increase in the cost of my operation over 1959.

We have a very fine trapper in our

area and he does a good job of keeping the coyotes down.

—Bradley Johnson

#### Spanish Fork, Utah County January 9, 1961

The winter range looks fair, and we have been having good weather the last few weeks.

I haven't done any supplemental feeding so far this year. I use 20 per cent pellets as concentrated winter feed.

The size of my breeding flock is 15 per cent smaller than last year.

Yearling ewes have sold in this area for \$19 per head. Baled hay goes at \$25 a ton.

It gets continually harder to find good herders, and coyotes are more numerous.

Operation costs in 1960 are higher than in 1959.

—Edward Johnson

#### WASHINGTON

#### Moses Lake, Grant County January 15, 1961

Sheep flocks in this area are in good condition. The winter range looks fair and we have had mild weather lately.

The size of my breeding flock is smaller this year.

We have not done any supplemental feeding yet. We feed oats when necessary.

The herder situation is good. We've had more coyotes lately.

Costs of operation are higher this year.

—William Stillwell

#### Warden, Grant County January 9, 1961

My cost of operation in 1960 is about 15 per cent above 1959.

My breeding flock is smaller this year

and we're feeding no lambs.

We have had a mild winter. The winter forage looks good and it has not been necessary to do any supplemental feeding. Sheep flocks in this area are in very good condition.

There is very little hay stacked loose here. Baled hay sells for \$23 to \$26 a ton.

Coyotes are more numerous.

—R. E. Stover

#### Endicott, Whitman County January 11, 1961

The weather is very mild. We had a little snow in December, but it's gone now and the temperature is in the upper 30's.

We have done some feeding of grain in pellet form and use barley, oats, steer fatena and molasses pelleted as concentrates. Baled hay sells for \$30.

Flocks in this section are in very good condition. My breeding flock is about 10 per cent smaller this year.

Coyotes have been more numerous.

1960 costs of operation were up slightly from 1959 levels.

—Cecil Storment

#### WYOMING

#### Carpenter, Laramie County January 7, 1961

Our winter range is in poor condition and we have had to do more supplemental feeding than last year.

Sheep flocks in this area are in good condition. The size of our breeding flock is about the same. We are feeding some lambs this winter.

Our concentrated winter feed consists of grain pellets. Hay sells in this area for \$22.50 loose and \$27 baled.

Coyotes are becoming more numerous.

Operation costs in 1960 were higher than in 1959.

—Bauman Brothers

  
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Rupert, Idaho  
BURTON, T. B.  
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COGHILL, LOUIS W.  
Steamboat Springs, Colorado  
CURRY, S. E.  
Plainview, Texas  
HAYS & SON, J. R.  
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HUBBARD & SON, WALTER P.  
Junction City, Oregon  
JACOBS & SONS, CHAS. F.  
Box 19, Montrose, Colorado  
JENKINS, ALLAN  
Newton, Utah  
LAIDLAW, FRED M.  
Box 53, Rupert, Idaho  
LARSEN, JACK D.  
Spanish Fork, Utah  
MOON, MYRTHE N.  
Tabiona, Utah  
OLSEN BROS.  
Spanish Fork, Utah  
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Spanish Fork, Utah  
PEMBROOK, RALPH  
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**YES** in many sections of the western range country lambing operations will soon begin. There are many factors that contribute to a good lambing percentage – weather, condition of your ewes at lambing, lambing facilities and help, etc. You can't always control some of these factors, of course.

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